

# AMERICAN FRUIT GROWER

*Edited by Samuel Adams*

NOVEMBER 1921

10¢ A COPY



## ONE STEP IN MERCHANDISING FRUIT

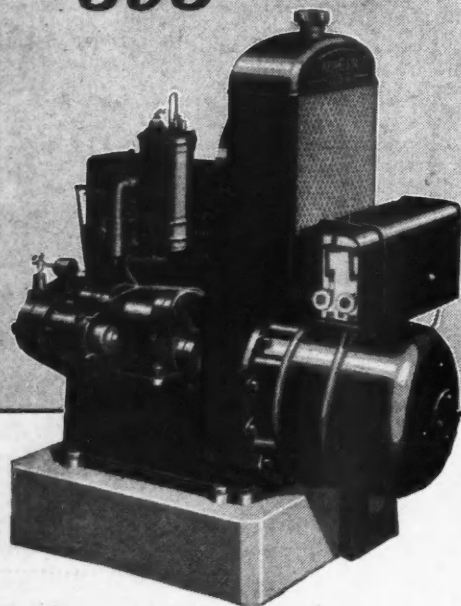
A modern fruit packing house such as this, makes it possible to standardize grades and packs. Read the articles on pages 3 and 4.



THE services of the Kohler Automatic may also be utilized for stores . . . hotels . . . garages boats . . . mines . . . wireless oil fields . . . traveling exhibits summer homes . . . lumber camps and wherever electricity is required. Send for Illustrated Booklet

Dealers: Your territory may be open. Write or wire!

PRICE REDUCED TO  
**\$595** from **\$750**



110 Volt D.C.

## What makes one farmer more successful than his neighbor?

In every farming community there are certain farmers who are pointed out as men who have made an outstanding success in wresting a profit from the ground.

Possibly they own no more land than their less successful neighbor; the land is no more fertile; they plant identical crops. Yet something, some element, is responsible for their greater success.

What is this difference? What makes one farmer more successful than his neighbor when both are operating under the same fundamental conditions? Country bankers and merchants know. For no class of men watch conditions in their community so keenly as these business men.

### What Bankers and Merchants Say About Farmers

These men say that the most successful farmers are the ones who have learned the value of *power-farming*. They say that, in their opinion, where other conditions are equal, the man who farms with the advantage of modern mechanical power on his side will always win over the man who does things the old-fashioned, slow way. Not alone power in the field, but power used wherever it will show an economy of time and energy.

Once, only the farmer who lived close to a central electric power station could benefit from the power and light uses of electricity on the farm. Today, through the Kohler Automatic Power and Light Plant, everyone, everywhere, may enjoy

the advantages of electric current—economically, dependably, simply.

The Kohler Automatic produces standard 110 volt electricity, *without storage batteries*, for operating milking machines, churns, separators, feed grinders, tool sharpening machines and many other units of farm power equipment.

And not only this—the Kohler Automatic makes possible, anywhere, all the comforts and conveniences that electricity brings to city homes: cheerful electric light; energy-saving electric household appliances; and running water systems which do away with the burden of carrying water from the pump and allow modern kitchen sinks and bathtubs and lavatories to be used.

### Only the KOHLER Automatic gives you all these desirable features

**No Storage Batteries** to buy and replace. Only battery is a small automobile type for starting engine. This is automatically kept charged.

**Automatic Start and Stop**—A turn of any switch on the circuit starts or stops the engine.

**Standard 110 Volt Current**—Permits use of standard appliances (110 volt), which cost least.

**1500 Watt Capacity**—Ample flow of current for both power and light, without danger from overload.

**Four-Cylinder Engine**, remarkably free from vibration, means smooth operation and long life.

**Operating Costs Kept Low** by automatic governor which tapers fuel consumption to current used.

**Manufactured Complete in Our Own Factory**, so that the well-known Kohler standards shall be maintained in every part.

**Backed by Forty-eight Years** of experience in the making of quality products.

## KOHLER OF KOHLER

Kohler Co., Founded 1873, Kohler, Wis., Shipping Point, Sheboygan, Wis.

BOSTON  
CHICAGO  
McCormick Bldg.  
DETROIT  
HOUSTON

INDIANAPOLIS  
KANSAS CITY  
MINNEAPOLIS  
NORFOLK

NEW YORK  
20 W. 46th St.  
OMAHA  
PHILADELPHIA  
PITTSBURGH

ST. LOUIS  
SALT LAKE CITY  
SAN FRANCISCO  
SEATTLE  
LONDON

# K O H L E R

AUTOMATIC

POWER & LIGHT

The MANUFACTURERS of KOHLER



ENAMELED PLUMBING WARE



**Subscription Rates**  
UNITED STATES AND FOREIGN  
One Year, \$1.00 Three Years, \$2.00

Director of Circulation  
H. M. VAN DUSEN  
District Subscription Offices  
Springfield, Mass. Jacksonville, Fla.  
Winchester, Va. Los Angeles, Cal.  
Portland, Oregon

**Advertising Rates**  
\$1.75 an Aerate Line Flat, or \$24.50 per Inch  
Classified, 15c a Word

# AMERICAN FRUIT GROWER

(Title Registered in United States Patent Office.)  
*The National Fruit Magazine of America*  
PUBLISHED MONTHLY BY  
AMERICAN FRUIT GROWER COMPANY, Inc., State-Lake Bldg., Chicago, Ill.  
Entered as second-class matter Oct. 17, 1911, at the Post Office at Chicago, Ill., under the Act of March 3, 1879

SAMUEL ADAMS, Editor  
ROBERT B. CAMPBELL, Publisher  
E. H. FAVOR, Managing Editor  
Associate Editors  
PAUL C. STARK MARY LEE ADAMS  
CHARLES A. GREEN Prof. C. I. LEWIS  
Business Manager Director of Advertising  
F. W. ORLEMANN W. ROY BARNHILL  
Special Advertising Representatives  
Eastern Manager Pacific Coast Manager  
H. R. MANKIN EDWIN C. WILLIAMS  
280 Madison Ave., Hobart Bldg.,  
New York City San Francisco, Cal.  
J. C. BILLINGSLEA A. H. BILLINGSLEA  
1119 Advertising Bldg., 1 Madison Ave.,  
Chicago, Ill. New York City

Vol. XLI

NOVEMBER, 1921

No. 11

## A \$100,000 Fruit Packing House in Florida

How the Citrus Growers at Lake Alfred Financed, Built and Equipped Their New Building—Some Ideas for Other Communities

By Frank P. Goodman, Florida

WHEN a community has reached the stage that it demands a packing house of sufficient capacity to warrant calling upon the fruit growers in the vicinity to expend \$100,000 for immediate needs, it may be well taken for granted that such a community has passed the good old pioneering stage, and that its citizens are reaping a long-looked-for return in the way of a golden harvest. Such is the case today at Lake Alfred, Florida.

The home of the Lake Alfred Citrus Growers Association, recently completed, and shown in the accompanying view, is without question one of the finest, most up-to-date packing houses in Florida. Before accepting final plans for the building, a thorough canvass was made of the desirable features connected with at least a dozen houses throughout the state built in years gone by, and these good points were incorporated in this building, so that today it stands as the last word in packing house construction.

The building proper is 122x200 feet, with basement 70x122 feet. The basement will be used exclusively for the storage of crate materials, the concrete floor resting on Mother Earth, and for the making of packing boxes, which when completed will be carried by conveyors to the first floor, and automatically placed under the several sizes ready for use by the packers. This arrangement eliminates the customary mezzanine floor which interferes more or less with both light and ventilation.

**Fruit Moves One Way**  
All fruit will be handled on the main floor, and the machinery is so

arranged, lengthwise in the building, that as the fruit is delivered to the receiving clerk at one end it will be moved in the most direct manner to its final destination in the refrigerator cars at the other end, without any lost motion or undue handling or trucking.

One end of the packing house borders the railroad track instead of having the side parallel it, as has been done in the case of most Florida packing houses in the past. As additional units are necessary, the present structure need not be disturbed in the slightest, so there will be no tearing down or waste involved.

The two two-story wings shown in the picture are each 18x30 feet and will be utilized for offices, directors' rooms, paper storage space, ladies' rest rooms and care-taker. The construction of the entire building is of concrete and tile, finished in shell stucco, making a most pleasing appearance. The saw-tooth type of roof was selected because of its unexcelled lighting and ventilating facilities. An innovation in packing house building in Florida rests in the main floor being constructed of concrete covered with two-inch asphalt blocks. This makes it possible for workmen to perform their services with ease, as there is a certain resiliency to be had with asphalt which is not found in concrete, and in addition thereto repairs may easily be made when necessary by replacing worn blocks of asphalt with new ones.

The location of the building is ideal, readily accessible to the three thousand acres of groves surrounding it, and which will constantly be augmented by new plantings each year. The house will have sufficient capacity to pack in the course of a shipping season approximately 850,000 boxes of fruit, and ample provision has been made for future additions as they may be required.

**The Financing Plan**  
Naturally, the question arises: how was the money procured during this period of depression in most sections of the country? Practically every dollar was furnished in cash by the fruit growers in the community. From this it will be seen, in the first place, that this section has been almost immune from the hard times being experienced elsewhere, and, in the second place, that the growers have implicit faith in their particular line of industry.

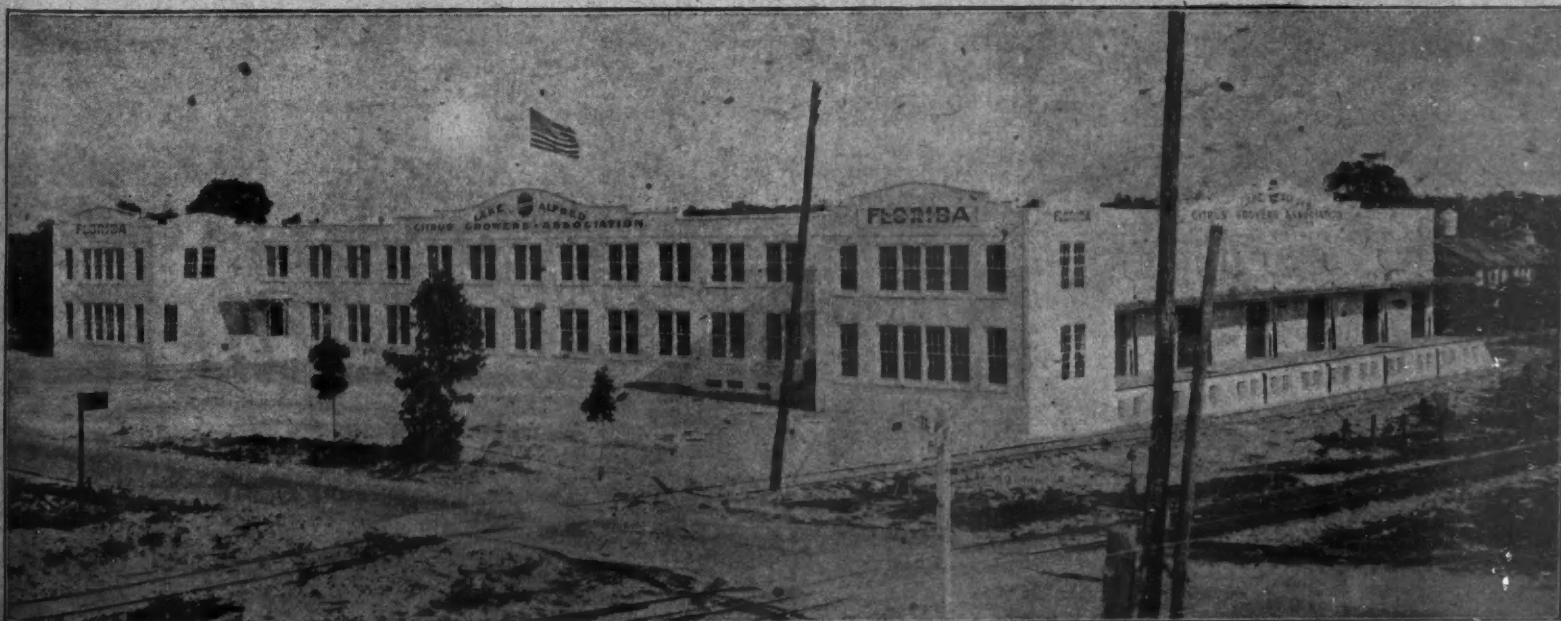
A thorough canvass was made of the growers in the community and each one interested in the proposition was urged to subscribe as large an amount as possible in actual cash, the same to be payable to the trustee not later than January 1st, 1921. Real money was wanted and not mere promises. This step was taken during the summer and fall of 1920, so that by December the approximate amount of money which would be available was definitely known. This determined in a very large measure the type of house to be built. It was not the desire of the directors to under-

take the construction of a building which could not be paid for when completed, and the money markets of the country were such then that bonds would not have been readily saleable, unless at a prohibitive discount.

By the first of the year the directors had in sight \$75,000 and felt that they would be justified in planning for a \$100,000 building, with equipment, in view of subscriptions which would be paid before final completion of the building, and of the assistance promised by the Growers Loan & Guaranty Company.

The local association then issued bonds for \$100,000, naming the Lake Alfred State Bank as trustee to collect and disburse all funds. These bonds were issued in denominations of \$100, \$500 and \$1,000, to accommodate small as well as large growers, all dated January 1st, 1921, maturing June 30th, 1929, and bearing eight per cent interest from date, interest being payable annually rather than semi-annually. This provision was made in order that the association would have the use of the money for the longest possible period, and would not be embarrassed in meeting interest payments until such time as the house had been given an opportunity to run for a season and thus provide the necessary funds with which to meet the interest. Provision also was made whereby, upon six months' written notice to the trustee, the whole or any part of the bond issue could be retired.

A sinking fund will be established by making an assessment of ten cents per box on all fruit of members  
(Continued on page 11)



The Citrus Growers at Lake Alfred, Members of the Florida Citrus Exchange, Wanted a New Packing House and Here is What They Built



# How the Peach Crop Was Saved

Some of the Control Measures Used by Georgia Growers in Their Campaign Against the Curculio

By Oliver I. Snapp, Georgia

**G**EOORGIA'S 1921 record peach crop of nearly 10,500 carloads was without doubt generally as free from curculio damage as any peach crop produced in the state in a number of years.



OLIVER I. SNAPP

The successful control of the pest was indeed surprising on account of the infestation a year ago, which was very much more severe than had ever heretofore occurred in this country, leaving myriads of adult beetles hibernating through the past winter to damage the new crop. At least ten million dollars was added to the bank account of Georgia peach growers from the sale of this year's crop. This was quite a relief after a partial failure two years ago, and the almost complete failure a year ago when the curculio damaged the crop to the extent of at least two million dollars. The efficient control of the curculio during the season just closed can be attributed directly to the various control measures which the growers endeavored to carry out as thoroughly as possible under the direction of the U. S. Bureau of Entomology.

There were many valuable lessons learned from the curculio suppression campaign which was waged for a period of eight months against this destructive peach pest in Georgia. The writer will endeavor to bring some of the more important of these lessons to the attention of the peach growers of the country in order that they may be put into practice in the future to avoid curculio damage.

On account of the abnormal infestation at the beginning of the season, it would probably have been impossible to have satisfactorily handled the curculio this year by spraying or dusting alone. The other control measures were a big factor in keeping down the curculio and without doubt played a very important part in the success achieved. Probably the systematic picking up and destruction of drops had as much to do with the successful control of the curculio during the 1921 season in Georgia as any of the control measures used.

Most of the fruit that is stung immediately after the shucks shed falls to the ground. Usually from 75 to 90 per cent of these very small peaches that fall to the ground soon after the pollination season, contains one or

more larvae of the curculio. If these small fruits were allowed to remain on the ground, the larvae or "worms" would soon reach maturity, eat their way out of the fruit, go into the ground to pupate, and after a time emerge as adult beetles to assist in making the late varieties wormy. But by systematically gathering up these small peaches once or twice a week, especially for a time after the pollination season, and destroying them by burying deep with quicklime or thoroughly burning, a great source of infestation to the late varieties was eliminated.

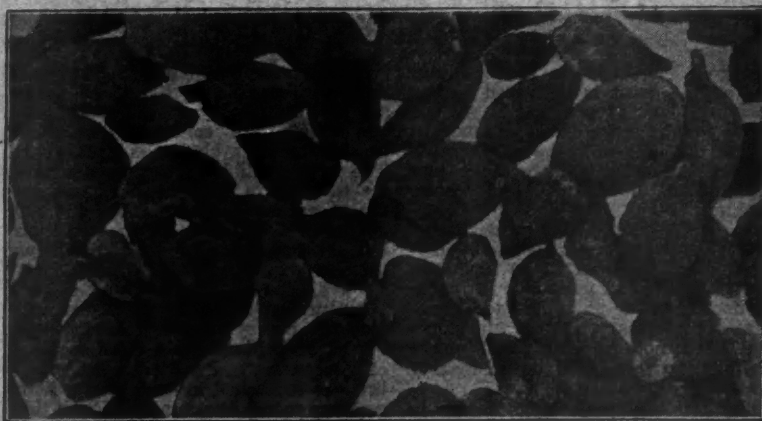
The old adage, "a bird in the hand is worth two in the bush," is very applicable to this control measure, as the orchardist can be sure that all larvae in the fallen fruit is in hand

if the fruit is picked up and destroyed as advised. The practice is almost as important as spraying or dusting, especially in the south where the larvae from early fallen fruit produces a second generation which is largely responsible for the damage to late varieties about harvest time.

Peach growers would, consequently, display wisdom by picking up all drops systematically and frequently in the future, making a special effort to get the smallest, hard, dried up fruits, as these are the ones that are most likely to be infested. An idea of the results which may be expected from this control measure can be had by comparing with the results of an experiment conducted at the Federal Laboratory in Fort Valley, Georgia, during the early part of April. About two and one-half bushels of drops were picked up from under a few trees in the vicinity of Fort Valley shortly after the pollination season. The fruit was kept in wire cylinders and daily observations made as to the number of larvae leaving the fruit, having reached maturity. Within a few weeks over 13,000 larvae or "worms" of the curculio had eaten their way out of the two and one-half bushels of drops to enter the soil where the pupa stage is passed. The curculios from that quantity of drops could have heavily infested a 100,000 tree orchard if uncontrolled.

This method of control was met with opposition on the part of the growers when it was first advocated, on account of the expense; however, upon further investigation the cost was found to be quite small. The average cost for the work in the peach belt was around one cent per tree for each gathering, which is very cheap insurance when the sure results obtained are considered.

(Continued on page 7)



These Little Dropped Peaches Are the Incubators for the Late Brood of Curculio

## Illinois Growers Study Co-operative Packing

Visit Association Packing Houses in Several Eastern States to Get Pointers on Construction, Operation and Equipment

By E. H. Favor, Managing Editor

**F**OR the purpose of making a first-hand study of the operating methods of co-operative associations, and to see the construction and equipment of packing houses, fifteen members of the newly organized Illinois Fruit Exchange made an automobile trip through Michigan, Ontario and Western New York early in September. The tour was conducted by C. E. Durst of the Illinois Agricultural Association. Some eighteen or twenty co-operative associations were visited and their packing houses inspected. From the things seen and learned on this trip, the Illinois Fruit Exchange expects to leap forward into activity next year in the construction of its packing houses and marketing with less likelihood of falling into the blunders so frequently met with in young associations.

It might be said here that the Illinois Fruit Exchange is organized to serve the co-operative marketing activities of the fruit and vegetable growers of the state. Branches are to be established at such points in Illinois as may be necessary, and these branches will function as local associations, although the branch managers will be employed through the central office, and all property will belong to the central association and not to the branch. Throughout their trip, the members of the Illinois Fruit Exchange were on the lookout for a better plan, but

were unable to discover any items superior to those they have adopted.

In the way of packing houses, many valuable pointers were picked up regarding their construction, equipment and operation. In the packing houses visited there was observed fruit sizing machinery of several makes, all of which was operated by electric power. Some of this machinery was intended

chiefly for the sizing of apples, while other machines were designed to size fruits of more or less irregular shape, such as peaches and pears. But in point of labor saving equipment, and orderly, systematic handling of the fruit, only one packing house was visited where the equipment was such that hand operations were reduced to a minimum. This was the packing

house of the Fennville Fruit Exchange at Fennville, Mich. This packing house is constructed of hollow tile, two stories in height, with a roomy basement. It is equipped throughout with roller conveyors, sizing machinery and other equipment that will eliminate labor, reduce damage to the fruit and lower the cost of handling to the minimum.

This packing house is like an "L" in shape. Fruit is delivered from the orchards at doors at one end of the "L" where it is unloaded onto carriers. It then moves to the grading machines where it is sized and packed. From the packer's tables it is lifted to roller conveyors and moves to the other end of the building where it is loaded into the freight cars. All of the machinery in this building is operated by electricity.

### Building Materials Used

Hollow tile construction was observed also in the packing houses of the Berrien Co-operative Fruit Association, Coloma, Mich., and was spoken of very favorably as the desirable material for packing house construction by several other Michigan associations whose frame buildings are to be replaced with more modern structures in the near future. But of the frame buildings that were seen in the Michigan fruit belt the one of outstanding merit is that occupied by the Berrien Fruit Exchange at Bangor. This building is 90 by 120 feet in size, con-



The Illinois Party That Went To See

Top row, left to right: A. T. Hetherington, E. Kinsey, C. L. Maddox, F. J. Lanter, F. J. Blackburn, J. L. Fuller, L. L. Casper, R. B. Endicott. Bottom row, left to right: O. H. Casper, N. W. Casper, E. A. Bierbaum, C. E. Durst, W. L. Parks, H. O. Hinkley, H. L. Cope.

(Continued on page 8)



# What Will The Fruit Committee Do?

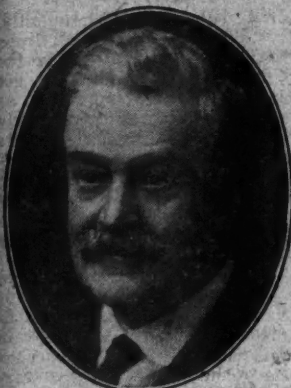
First Meeting Called for Atlanta on November 19th to Organize and Begin Its Preliminary Work

**B**ECAUSE of an error made in transmitting the original list of the Fruit Committee from the executive meeting to the American Farm Bureau Federation held in Springfield, Mass., to its Chicago office, some omissions were made, and as the committee now stands, there are twenty-three appointees, most of whom have accepted the appointment.

We ask all of our readers to let us have their suggestions about problems that, in their opinion, should come before the Fruit Committee. The committee welcomes your suggestions and by sending them to the Editors of the American Fruit Grower they will be brought to the attention of the committee at its first meeting, November 19, 1921.

tion of other members of the committee."

N. R. Peet, General Manager, Western New York Fruit Growers' Co-operative Packing Association is of somewhat the same opinion as Professor Greene. Mr. Peet writes: "It hardly seems fitting for me to say in advance of the first meeting of the fruit-committee, appointed by Presi-



JAMES NICOL,  
South Haven, Mich.

The members of the committee, in addition to the list of twenty-one named in our last issue are: James Nicol, president, Michigan State Farm Bureau and Samuel Adams, Editor, AMERICAN FRUIT GROWER. J. S. Edwards, Redlands, Calif., has been named alternate delegate from California. Mr. Nicol has been named chairman of the first meeting of the committee to be held in the Piedmont Hotel, Atlanta, Ga., beginning on Saturday, November 19th. The meeting will be held at the same time as the third annual convention of the American Farm Bureau Federation at Atlanta, and will be largely for the purpose of enabling the Fruit Committee to perfect its organization and outline its course of procedure.

We have asked all members of the committee for a statement that could be laid before the readers of AMERICAN FRUIT GROWER in this issue, in which they would indicate briefly some of the important things, which in their opinion, should come before the committee. Not all members of the committee have been heard from at the time this is written. But in the opinion of Gray Silver, of the American Farm Bureau Federation, one outstanding problem that needs to be threshed out is the standardization of packs and the official certification of

owned community packing establishment where apples are sorted into grades, and the culls are canned, dried or made into cider or vinegar. We are thus raising the standard of apples shipped from this establishment and receiving more money for our product. Instructions also is given to packers who learn how to pack according to the high standard and thus we expect to raise the quality of fruit generally throughout the "Apple Pie Ridge" section and the state of West Virginia.

"We tried out last season an innovation which promises great advantages to the fruit grower and I hope the Fruit Committee will work for its provision and general adoption. We had our fruit inspected by federal and state authorities at point of origin—the packing house. This goes hand-in-hand with market inspection in the large receiving centers. It gives the grower an authoritative statement of the condition, grade and quality of the fruit as it leaves the siding and avoids

very valuable member of the committee, and it is to be hoped that he can devote as much time to the work of the committee as may be necessary.

## The National Viewpoint

Samuel Adams, Editor of AMERICAN FRUIT GROWER, states that in his opinion, one problem that should be considered by the Fruit Committee is the "organization of state or regional co-operative associations and the establishment of community packing houses that will facilitate the co-operative marketing of fruit." But no matter what problems come up for discussion, in my mind, they should be considered strictly from the national viewpoint. All fruit growers are concerned in the activities of this committee. Some of these are growers of strawberries, some of apples, peaches, prunes, grapes, cranberries, figs, raisins, citrus, and so on. All are confronted by problems, which in various ways also affect the growers of other crops in



SAMUEL ADAMS,  
Editor American Fruit Grower  
Chicago, Ill.

controversy with railroads and distributors.

"There are many other problems which the committee will consider but I am sure these are worthy of study and personally I am confident they will improve marketing conditions materially."

W. G. Farnsworth, Waterville, Ohio, is of somewhat the same opinion as Mr. Silver, in that there is need for a standardization of grading, packing and advertising. Mr. Farnsworth's statement follows:

"I feel that one of the main points in marketing fruit is the proper grading, packing and advertising of what we have, so that when we sell or buy a car of No. 1 Standard grade 2 1/2-inch Baldwin apples, we will definitely understand just what we must place in the barrel or car. There also is need for some method of distributing fruit whereby we can eliminate a part of the freight charge, and not overload some markets while others are empty."

C. E. Stewart, Jr., General Manager of the Florida Citrus Exchange, says a lot in a very few words. In answer to our letter requesting a statement from him for this issue of AMERICAN FRUIT GROWER writes that he does not need to write fifty or a hundred words, but can write two—"freight rates." That is a big and serious problem, and those who know Mr. Stewart know what a vigorous, energetic fight he has made to obtain lower freight rates for citrus fruits out of Florida. Mr. Stewart will be a



C. E. STEWART, JR.,  
Tampa, Florida

dent Howard of the American Farm Bureau Federation, anything, or to outline my ideas of what this committee should take up. I was not present at the meeting last April when the matters in general were discussed, and I do not know how deeply it is intended that this committee should go into the problems affecting the marketing of fruits."

## What Do You Suggest?

Other members of the Fruit Committee whose statements have not been received at the time this is being prepared may have as diversified opinions as appear in those quoted above. But all will have an opportunity at the Atlanta meeting of expressing their opinions and of assisting in framing up a working program for the committee's activities. There is some real work ahead for the committee. There are some hard problems to work out, and because of the diversity in the fruit interests of this country, no one can anticipate just what will constitute the main projects to be undertaken.

Undoubtedly there are some serious problems that may not come up for attention very early in the work of the committee, purely from oversight. Yet those very problems may be of dominating importance in the minds

other states. There are many vital problems of this character. From what I know of the members of the committee, I do not doubt but that all of them have a sincere appreciation of the importance of considering all matters from a national viewpoint rather than from a strictly crop, sectional or local position. The fruit crop of the United States is so diversified in character, and in some respects so competitive in the markets that far more rapid progress can be made by the committee if all will cling to the national aspect of such problems as may be considered."

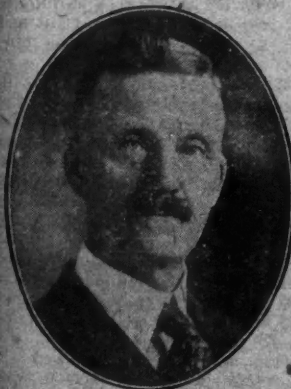
Prof. Laurence Greene, chief in horticulture, Purdue University, writes that he wants to go into the committee meeting with an open mind, as there is plenty of time for discussion and the raising of important questions after the committee has been organized. His statement follows:

"Personally, I do not believe that I am ready to talk for publication. It seems to me that the field which this committee must study is so broad and that there are so many competing interests involved that any preconceived notions of just what should be done would be out of place. I feel that each committeeman should enter upon the work with an open mind and not be committed to any line of action prior to the organization of the committee. In other words, there will be plenty of time for discussion and the raising of important questions after this committee has been organized. I sincerely hope that this will be the posi-



M. B. GOFF,  
Sturgeon Bay, Wis.

of many readers of these columns. Because of that, we ask all of our readers to let us have their suggestions about problems that, in their opinion should come before the committee. We will see to it that they are brought up for attention. No matter what is on your mind, let us hear from you, as you may have a problem, or the key to a problem worthy of the serious attention of the Fruit Committee.



W. G. FARNSWORTH,  
Waterville, Ohio

fruit at the packing house. Mr. Silver writes:

## Standard Grades

"One of the weaknesses of our present fruit marketing system, which should receive the serious consideration of the Fruit Committee is the proper standardization of pack and official certification of fruit. We have recognized this in West Virginia and have operated for two seasons a state-



# Overland

TRADE MARK

New Series

## Pre-War Prices Beaten

Chassis,*	was \$590; now	\$485
Touring,*	was 695; now	595
Roadster,*	was 695; now	595
Coupe,*	was 1000; now	850
Sedan,*	was 1275; now	895

\*Prices f. o. b. Toledo include Electric Starter, Lights, Horn, Speedometer, Demountable Rims, all Steel Touring Body with Baked Enamel Finish.

\*\*Wire Wheels standard equipment.

**WILLYS-OVERLAND, Inc.**  
TOLEDO, OHIO

## Makes a deadly spray —and it costs less than two cents a gallon

As you know, nicotine is the most effective insecticide known against aphids, thrips and similar sucking insects. Hall's Nicotine Sulphate is scientifically prepared for this one purpose—complete destruction of these expensive guests in your orchard.

Due to its high concentration Hall's Nicotine Sulphate is very easy to handle. One part Hall's to 800 to 1000 parts water makes a most effective spray. Diluted according to these directions its cost is less than two cents a gallon.

Another thing—Hall's Nicotine Sulphate may be combined with Arsenate of Lead, Lime Sulphur, Bordeaux Mixture or oil emulsions.

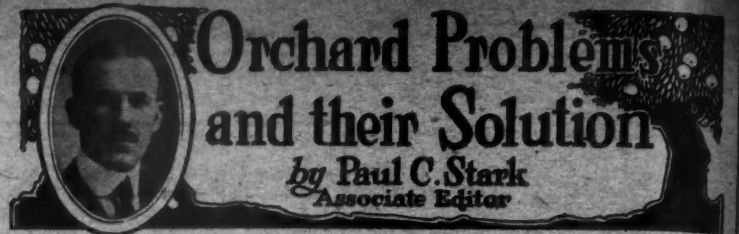
In 1/4 pound, 2 pound and 10 pound tins.



**Hall's  
Nicotine  
Sulphate**

(40% nicotine guaranteed).

**HALL'S**  
NICOTINE  
INSECTICIDES  
HALL TOBACCO CHEMICAL CO.  
3955 Park Avenue  
St. Louis, Mo.



## Delay Heavy Pruning Until Mild Weather

I have a small orchard of peach trees and they have made a fine growth, but are limbed close to the ground. Would it be safe practice to cut the lower limbs off this fall?—J. H. C., Illinois.

I WOULD not advise you to cut off these limbs in the fall. It would be better to wait until late winter after the severe weather is over before doing any heavy pruning; also I would not advise cutting off too many of the lower limbs. Peach trees bear on the wood of the previous season's growth and it is advisable to keep them moderately headed back so as to keep the bearing surface close to the ground. Extremely high headed trees are expensive to spray and pick or other necessary attention. In peach trees low heads are especially desirable.

## Peach Varieties for Local Market

I am thinking of planting 15 acres peaches, principally for local and nearby markets. I have light clay loam soil in good state of cultivation, it having been in lespedeza for four years. The ground is high, somewhat rolling and well drained. It seems to me that this is purely an experiment as I do not know of a good orchard in the country. I have some three year old trees which seem to be doing finely. Am I in this locality at a disadvantage because of late frosts? I have similarly situated land which is of a whitish clay and somewhat gravelly. Would you prefer the red or white soil? What do you think of the proposition? If favorably, what varieties would you recommend?—F. B. C., Tennessee.

ELSEWHERE I have explained the value of good local and nearby markets. The problem in planting for local markets is to make your ripening extend over a long period so you will have peaches as long as possible, while if you were planting for some distant market, you would try to figure out the varieties that would reach that market at a time to bring the highest price. From the description of your soil, I would prefer the red loam to the white soil. I have seen as fine peaches as were ever grown come from Tennessee. Several years ago Dr. E. L. Marsh of Johnson City, Tenn., sent me some magnificent Early Elberta that were grown by him. He also grows a lot of other varieties and sells them on local markets at a very profitable price. Growing peaches in Tennessee is not an experiment. If you will plant the right varieties and give your trees good care, there is no reason why you should not make it a very profitable investment, particularly if you have a good local market. In varieties for home planting in your section, I would suggest the following, listed in the order of ripening: Mayflower, Red Bird Cling, June Elberta, Alton, Early Elberta, Belle of Georgia, Elberta, J. H. Hale, Late Elberta, Mammoth Heath Cling, Sea Eagle Improved and Krummel October.

## Controlling Aphis and Brown Rot

Please tell me what I should do to prevent aphis on plum trees? Can I graft peach on plum trees? This year I have trouble with peach trees. The limbs are covered with some insect, black in color—they look something like what they call lady bug. I tried nicotine and soap but it is of very little use. Can you tell me what it is and what I can do for it? How can I prevent plums and peaches from rotting just before they get ripe?—F. P., New York.

A PHIS on plum trees can be controlled by spraying with tobacco solution. You can make it out of tobacco leaves or stems or you can buy

nicotine sulphate, which is a concentrated form of tobacco extract. You can also kill the aphis by spraying or dipping the ends of the branches where the aphis usually work, in a solution of one pound of soap and five gallons of water. You can bud peaches on plum trees. In regard to the insect working on your peach trees, from your description I can't tell exactly what it is. The plum curculio also works on peaches, but it is a thick, snouted beetle about a quarter of an inch long, brownish in color marked with gray and black. It lays the eggs in the peach or plum and it hatches into a white grub about one-third of an inch long with brown, dark head. Spraying with arsenate of lead will control curculio. The rotting of your peaches and plums is due to brown rot. It can be controlled by spraying with self-boiled lime-sulphur. You can mix the arsenate of lead with the self-boiled lime-sulphur and it will tend to control the eating insects if thoroughly applied.

## Grapes and Early Apples

When is the proper time to cut sweet clover when grown in a mature orchard for a green manure and cover crop? And is or has it (sweet clover) been of much value in Ohio? Doesn't it rob the tree of a great deal of water? I believe I like clean cultivation until July then soy beans. In Liveland Raspberry a better market apple than Yellow Transparent? Would you plant all of them or just one? I think for looks and quality they are fine. Would 1,000 grapevines be a fair sized vineyard for a climax basket trade of a city of 10,000 and no competition? Isn't good corn and oats land good for grapes?

I am 31 years old and own 80 acres here in Van Wert County, Ohio, where nothing is raised but corn, oats and hogs. Eight years ago I took a two-year course in agriculture and horticulture at Ohio State University and am more interested in the horticulture part every day. Have about half of the place in apple trees, and when I mention more plantings to most any one, it evokes a sort of supercilious smile. Had one better stick to time honored custom, or if he likes something else better, "go to it?" Have in mind more general plantings to cover a season.—D. C., Ohio.

IN REGARD to sweet clover, this is a crop that has been used in southern Illinois very extensively with good results. It has a very heavy root that goes down deep into the soil and loosens it up as well as bringing a lot of plant food to the surface. Some growers let it grow high, but in my opinion, it is better to let it get a moderate height, say one and a half feet, and then mow it. I do not know of any experience they have had in your state with sweet clover, but I do know that clean cultivation until July and then sowing of soy-beans is a very good proposition.

One thousand grapevines would supply a considerable quantity of grape for your local market and would plant about two acres. It is my opinion that you could have at least four acres and be able to sell them on your local market. Any fairly good land will grow grapevines. It is best not to plant them on extremely rich bottom soil.

You know what corn and oats are selling for today and will probably sell for in the next few years. You can make a whole lot more money out of fruit, particularly if you have a good local market, than you could if you raised corn and oats as a straight farm proposition. If you are really interested in horticulture, and I take it from your letter that you are, you will give the right attention to your trees and plants you will make a success. Briefly, the right man with a good market, can make a whole lot more money out of fruit than he can with ordinary farm crops.



## How the Peach Crop was Saved

(Continued from page 4)

Another operation which assisted in handling the curculio during the 1921 season was the cutting up of the soil during the pupation period of the insect. When the larva or "worm" of the curculio reaches maturity in the fruit, it enters the soil to pass the pupa stage, or the stage of transformation from the larva to the adult beetle. The insect, however, does not pass into the pupa stage immediately after entering the soil, but while still in the larva, or "worm," stage prepares a soil cell to protect it somewhat during the transformation. Upon the completion of this cell the larva changes to the pupa, which is the helpless stage in the insect's life history and is a period of inactivity. Frequent disking at this time with an extension disk, such as the California Senior, destroys or breaks up the cells, and since the insect is in the helpless stage another cell cannot be prepared. The pressure and heat of the soil will then cause the death of many pupae in addition to those killed directly by the disk.

It would be well for peach growers to include this practice, also, in their orchard management program, making an effort to disk as frequently as possible—in the south during the month of June.

### Burn the Weeds

The burning, cleaning up, and orchard sanitation work of last winter was responsible for the destruction of many hibernating beetles, which were carried over from the severe curculio year of 1920. The infestation in the past year's crop might have been much worse had it not been for this phase of the suppression campaign. There are still many adult curculio beetles left in the Georgia peach belt, having emerged from the soil during the past three months, and growers are warned to again burn over woodlands and wastelands adjoining orchards during the coming winter and to carry through an orchard sanitation program as thoroughly as possible in order to avoid a severe infestation to the peach crop next spring.

It is universally conceded by those connected with the peach industry in Georgia that the thorough spraying and dusting, the applications of which were made at the time when they would be most effective, was the potent factor in the successful control of the curculio in the 1921 crop. The spraying job as a whole was without doubt the best ever seen in the peach belt of Georgia, and it was usually done with the proper white supervision, which is quite necessary when negro sprayers are used, as is usually the case in southern peach orchards.

There is very little, if any, curculio activity during the stone-hardening period of the peach, and a waste of both time and money results when sprays are applied during this period. In order to efficiently handle an insect of this kind by sprays, it is very necessary to make sure that the applications are made when the "bug" is actively at work. By means of a telephone spray-service and the press, the growers were notified of the exact dates when each variety should be sprayed or dusted. The importance of making the applications on future peach crops at just the exact time and with special attention to thoroughness cannot be too strongly emphasized. The spraying and dusting schedules for the 1922 season, which will be formulated from the results obtained from spraying and dusting experiments conducted during the season just closed, will be issued before mid-winter.

### Regardless of the Weather

On account of the peach insect and diseases becoming so generally disseminated over the peach sections of the South, making a more serious problem as the industry grows, it becomes necessary for the growers to carry through a program of work directed toward the control of

# GULBRANSEN

## Player-Piano

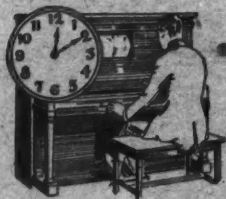


© 1921, G-D Co.

## Into Thousands of Homes Well-Played Gulbransens Are Bringing—Happiness

Tonight, thousands of families are listening to the wonderful Gulbransen and the sweet notes of a favorite song. This same pleasure can be yours.

Imagine sitting at the Gulbransen and playing the old air with the skill of a master pianist. "Home Sweet Home," "Old Black Joe," "Lead Kindly Light" or "Abide With Me" take on a new meaning as you put your mood into the playing. Operas, one-steps, waltzes, two-steps, fox-trots—the whole range of music—can be played easily and well by any member of the family.



### Try the Gulbransen Only Ten Minutes

At our dealer's store you can prove to yourself in ten minutes that the Gulbransen is easy to play well.

Think of the joyous times that can be yours this winter—dancing parties, singing parties, concerts, recitals and choir practice. Think how the beautiful tonal qualities of the Gulbransen will inculcate in your children a desire for good music. It will keep them at home nights—be an incentive for them to stay on the farm. Moreover, your children will learn to play by hand, easier and better, with the aid of the Gulbransen, because well-recorded music rolls are a guide to correct playing. The exclusive Gulbransen instruction rolls show you how to play as you would by hand after years of practicing.

### Nationally Priced

Gulbransen Player-Pianos are playable by hand or by roll. Sold at the same prices everywhere in the United States. Price branded in the back of each instrument at our factory.

White House Model \$700; Country Seat Model \$600; Suburban Model \$495

Get Our New Book of Player Music—Free Gives the complete range of player-piano music of all kinds. Check the coupon.

GULBRANSEN-DICKINSON CO., Chicago



Check here if you do not own any piano or player-piano  
Check here if you want information about having a new Gulbransen player action installed in your present piano (or player-piano)  
Write your name and address in the margin below and mail this to Gulbransen-Dickinson Co., 3234 W. Chicago Ave., Chicago.

## Apollo

### For Culverts

Flumes, Tanks, Silos, Roofing, Siding, Etc. Apollo-Keystone Copper Steel galvanized makes safe, substantial roadway culverts.

APOLLO is the highest quality galvanized product manufactured for all exposed sheet metal work. The added Keystone indicates that Copper Steel is used and assures the highest rust-resistance. Time and weather have proved that APOLLO-KESTONE sheets last longest in actual service. Sold by weight by leading dealers. KESTONE COPPER STEEL is also unequalled for Roofing Tin Plates. Send for "Better Buildings" and "Apollo" booklets. AMERICAN SHEET AND TIN PLATE COMPANY, General Offices: Frick Building, Pittsburgh, Pa.

## HARRISON'S NURSERY

GREATLY REDUCED PRICES

Fruit Trees Budded From Our Own Bearing Orchards. Peach, apple, pear, plum, cherry, quince, grape-vine, strawberry plants, raspberries, blackberries, currants, shade trees and shrubbery. Write for free Fruit Guide and Price List.

HARRISON'S NURSERY, Berlin, Maryland. "The largest growers of fruit trees in the world"

## FREE To Fruit and Vegetable Growers

The new, illustrated monthly magazine, CASH CROPS. Interesting—helpful. Science in workable form for growers of fruits and vegetables. Tells how to produce bumper crops that fetch top notch price. Fertilizing—spraying—cultivating.

Get this dollar-making magazine FREE. Simply state what fruits or vegetables you grow with the acreage of each and CASH CROPS will be sent you—absolutely no charge. CASH CROPS Box 1627 25 BROAD STREET NEW YORK CITY

**WITTE** Makes NEW Prices On ENGINES

**BIG \$ CUT** All Sizes Lower

GASOLINE — KEROSENE

Prices f.o.b. E.C. Carried 1st to 1st.

Don't forget the price saving NOW

2 H.P. (was \$ 69)	Now \$ 39.95
6 H.P. (was 180)	Now 119.50
12 H.P. (was 382)	Now 243.00
30 H.P. (was 1091)	Now 668.00

WITTE ENGINE WORKS, 2146 Oakland Avenue, PITTSBURGH, PA.

## 5 — Good — \$ 1

### Magazines

Woman's World, (Monthly) Our Price  
Good Stories, (Monthly) \$1.00  
American Woman, (Monthly)  
Mother's Magazine, (Monthly) ALL FIVE  
The Farm Journal, (Monthly) FOR 1 YEAR

ORDER BY CLUB NUMBER 4  
A Dollar Bill will do—We take the risk  
Send all orders to  
Whitlock & Summerhays  
25 North Dearborn Street, CHICAGO



# GOOD YEAR



In country towns, as in great cities, "more people ride on Goodyear Tires than on any other kind"

Copyright 1921, by The Goodyear Tire & Rubber Co.

## A Better Tire for Small Cars

The same qualities that have made Goodyear Tires the largest selling brand in the world are embodied in the 30x3½ inch clincher type Goodyear for small cars. It has the good-looking and efficient All-Weather Tread. It has the rugged and reliable Goodyear construction. It has the typical Goodyear capacity for long mileage and freedom from trouble. Today, we are building these tires better than ever—making them larger, heavier, stronger and more durable. You should use them. More people ride on Goodyear Tires than on any other kind.

THE GOODYEAR TIRE & RUBBER COMPANY  
Offices Throughout the World

these pests. Peach orchardists must not be misled by the erroneous idea that the condition of the weather is the all-important factor in the development of the curculio; whether the season be rainy or dry the curculio can and will develop in great numbers unless the proper control measures are thoroughly enforced.

This fact was contrary to the opinion of many growers until demonstrated under practical conditions during the past season. The weather conditions for peaches in Georgia during the 1921 season were the most favorable experienced in years. From the pollination season until the crop was harvested, very little rain fell and the weather conditions were otherwise favorable; yet, in spite of these conditions and the groundless opinion concerning the non-development of the curculio during a reasonably dry season, the curculio developed in surprising numbers in several orchards in which the various curculio control measures were not enforced, and the fruit from these places was of very inferior quality, a quantity of it being unfit for market. Furthermore, in blocks of trees left untreated throughout the season for experimental purposes the curculio damage was enormous, and yet the weather, being dry, was supposed by some to materially hinder the development of the curculio. The sound fruit from some of these untreated blocks ran as low as four per cent as compared with a little over 90 per cent of sound fruit harvested from some of the treated blocks.

### Follow Every Year

The fight against the curculio is not yet over. The various control measures referred to in this article must be made annual orchard practices, in order to prevent the accumulation of the

### American Fruit Grower

progeny of the curculio. The program of work, including the burning, cleaning up and orchard sanitation work as well as careful attention to the picking up and destruction of all dropped fruit from the time of pollination until after harvest, frequent disking under the trees during the pupation season, and careful and thorough spraying should receive as much, if not more, attention during the coming winter and spring as during the season just closed.

The peach acreage in the south is being increased yearly. Many sections are planting peaches where they have never been grown commercially before. Georgia's 1921 record crop of nearly 10,500 carloads will probably be surpassed in the near future by the increased acreage. As the production of any agricultural crop is increased in a section of the country by increased acreage, the pests which feed upon it likewise increase unless the proper attention to control measures is enforced. The curculio problem demands special annual attention, and unless such attention is given it a "wormy" crop may be expected. Even with the efficient control measures practiced during the past season many adult curculios have gone to their winter hibernating places, and are going to cause trouble in 1922 unless controlled.

The results achieved from the curculio suppression campaign during the past year clearly demonstrated the fact that the curculio can be efficiently controlled by the utilization of the proper control measures at the right time and impugns the heretofore erroneous opinion of some growers that the pest is uncontrollable when certain weather conditions prevail, irrespective of the control measures used.

## Illinois Growers See Packing Houses

(Continued from page 4)

structed of hardwood throughout, with a full, deep cement lined basement that is practically frost proof, and which is designed for the storage of several cars of apples.

This building cost the association \$12,500 some three years ago. Its equipment consists of two apple grading machines, an elevator extending from the basement to the second story, all of which are electrically operated. Instead of conveyors that will transport the fruit from the unloading platform to the sizing machines, and from the packing table to the car doors, two hydraulic hoisting hand trucks are used. This style of truck was observed in practically all of the packing houses where conveyor system was not used. It is capable of handling a load of a half ton at a time, although the packages of fruit must be lifted on and off of it by hand.

Visits were made at the grape associations in Paw Paw and Lawton, but as the packing of grapes is done in the vineyard, the buildings occupied by these associations were used chiefly for office purposes and as warehouses for the merchandise, such as feeds, fertilizer, spraying materials, packages and vineyard supplies that are used by the membership. The Southern Michigan Fruit Exchange at Lawton has sold over \$25,000 of merchandise since January 1st.

### The Peninsular Growers

From the fruit belt of Michigan, the Illinois visitors hurried eastward into Ontario, where a short visit was made at the packing house and pre-cooling plant of the Peninsula Growers, Ltd., at Grimsby. The pear season was at its height, and this plant was greatly congested, as the demands upon its facilities far exceed its capacity. In the storage and pre-cooling plant of this organization, some twenty cars of fruit can be handled at one time. But in order to increase the capacity to accommodate the large volume of fruit that must be handled, a very large steel and concrete cold storage plant was under construction and the packing house is to be materially enlarged and improved in mechanical equipment.

The chief interest of the Illinois visitors lay in Western New York where the young Western New York Fruit Growers' Co-operative Packing Association has undertaken the packing of the fruit produced by the membership of its local associations. This is the first active year of the association although its beginning came three years ago, when Nelson E. Peet, the present general manager was county agent in Niagara county. Mr. Peet saw the urgent need for better packing methods, and knew that it could be obtained in only one way, and that was to have the packing done in community houses, where the actual labor of packing could be done by disinterested persons under uniform conditions.

The New York apple grading and packing law was at that time causing much confusion among those who packed their own fruit, and to avoid the penalties of the law, through an unintentional blunder, most of the growers branded the fruit as "unclassified" and sold it for what it would bring. But Mr. Peet realized there was a better way of handling the whole proposition, and so started out to organize local co-operative associations that could handle the packing situation and at the same time put out the packages properly graded and branded. He organized sixteen associations in the county, limiting each association to a small membership, and selecting the members as nearly as possible to those who would work well together and who were equally good growers.

### New York to the Front

So successful were these associations that the movement outgrew the county and spread all over western New York, with the result that a central organization was made necessary. This organization was created, and now labors under the jaw breaking name of Western New York Fruit Growers' Co-operative Packing Association. There now are 29 local associations holding membership in this central unit, and each has its own packing house, where the fruit is packed according to the legal stand-



ards or better, and branded in conformity to the state law, as well as carrying the "Catarac" brand of the association.

Because of the youthfulness of all of these local associations in western New York, their packing houses, while sufficient for present needs, are of no particular style of construction. Mr. Peet tells the whole story so tersely in a letter that I am quoting from what he has written: "No two of the buildings are alike. They were built around the unit which might be expressed in this way; that an association of men who normally produce 20,000 barrels of apples should have a packing house of at least 5,000 square feet of floor space. Such a building, under western New York conditions, will also accommodate up to 40,000 bushels of peaches, as well as the pears, plums, prunes, quinces and other fruits grown by the membership. This space will be big enough, provided there is adequate arrangement for taking care of the fruit outside of this floor space immediately after it is packed."

"For this reason the association in handling apples usually builds on ground leased from a cold storage, and place their building adjoining the cold storage building. The association then enters into contract with the cold storage company for approximately fifty percent of its output. This, together with ample truckage room (and by ample, I mean space for loading at least three cars at a time) will take care of the apple crop of the association. A peach association should have room for loading at least ten cars at a time, without the help of a shifting engine, if it is going to handle 40,000 bushels of peaches."

#### Standardization

"Most of the buildings are frame. Under certain circumstances cement floors are used. They are cheaper if the level of the ground is such that it is possible to place the floor on a solid foundation and still be wagon-high at the receiving door. Sizing machines are used in all of the packing houses. In fact that is the reason for establishing the packing house. Our whole idea so far has been to secure standardization, which is fundamentally necessary. We are getting this standardization by sizing apples in quarter-inch sizes. By that I mean that no two apples in any barrel are more than a quarter of an inch different in maximum diameter. Many of these sizing machines are quite complex, and in some cases cost as high as \$1,500. It is obvious that but few individual growers can wisely invest this amount of money for their own fruit, and it is only a few growers who produce a large enough quantity to make it practical to size in quarter inch sizes."

The outstanding feature observed by the Illinois visitors was that a well constructed and well equipped packing house is fundamental in securing a proper standardization in sizing and grading of fruits, and that such a standardization is imperative in the sales activities of a co-operative association. With the knowledge gained by this tour of inspection through Michigan, Ontario and New York, the members of the Illinois Fruit Exchange feel they have a much more comprehensive knowledge of what's what than before, and are in position to regulate the activities of their young association in proper channels.

Editor's Note: The central packing house idea has proved to be the most economical and satisfactory way of handling fruits, so as to have them packed according to a definite standard and sell at the best price. If you, or your association is considering the building of a packing house, and you are in need of information of any character about it, lay your problems before the editors of AMERICAN FRUIT GROWER. They may have just the information you want, or can place you in touch with architects, engineers and manufacturers who may be able to supply your needs.

## Your Money Back—Read The Guarantee Behind "The Complete Dormant Spray"



One of the apple orchards which justify the faith we have in SCALECIDE as expressed by our Guarantee printed below. Start this year to make your orchard better—use SCALECIDE.

**WE GUARANTEE** that, if you will divide an orchard, your worst or best, in two parts equal in general condition, and for three years spray one part with SCALECIDE according to our directions and the other part with lime sulfur, giving the same summer treatment to both parts, the part sprayed with SCALECIDE will be better than the part sprayed with lime-sulfur—in the judgment of three disinterested fruit growers—or we will refund the money you have paid for the SCALECIDE.

"YOUR-Money-Back" Guarantee is based upon 17 years of experience. Take the 8-year-old orchard shown at the left as an example. These trees were dipped in SCALECIDE, root and branch, before planting and have been sprayed annually with SCALECIDE ever since. And there are innumerable other instances where year-after-year spraying with SCALECIDE has helped to put orchards in the same excellent condition. SCALECIDE controls scale, fire blight canker, pear psylla and aphid—and it does more; it has an invigorating effect upon trees and foliage, insuring plumper fruit spurs and a better chance for fruit the following year. Spray with SCALECIDE!

#### Scalecide Makes More Vigorous Trees

According to the U. S. census report, 47% of the apple trees living in 1910 are now dead. During this same period we have not lost 2% in old or young trees, altho in 1910 one-quarter of a 3000-tree orchard which we took over was dying and today we have 21,000 apple trees from one to forty years old. Why has our loss been so small? Largely because we dip young trees in SCALECIDE before planting—apple trees, root and branch; peach trees, tops only—and then faithfully spray with SCALECIDE. Read our Guarantee.

Write today for prices. Address Dept 11.

**B. G. PRATT COMPANY**  
50 Church Street New York City

# SCALECIDE

## THE COMPLETE DORMANT SPRAY

## 50,000 orchardists use Hardie Sprayers

50,000 orchardists use Hardie Sprayers. They are men of the widest experience, men who have become sprayer wise. They had the same problems to solve that confront you.

Hardie Sprayers have filled every requirement for them, and will satisfy you. There is no pressure too high for Hardies. They are built, for hard, gruel-



Hardie Triple Sprayer

ling work of high-pressure spraying, and will do it year in and year out at the lowest possible upkeep cost.

Hardies are built in a variety of styles and sizes, both power and hand, to fit every spraying job

**HARDIE MANUFACTURING CO., HUDSON, MICH.**

#### BRANCHES AT

PORTLAND, Ore.  
HAGERSTOWN, Md.

LOS ANGELES, Calif.  
BROCKPORT, N. Y.

KANSAS CITY, Mo.  
PETROLIA, Ont.

"The Son of Wallingford"—A new adventure story starts on page 15 of this issue. Don't fail to read it.

## The Truth About FLORIDA

Read the truth about this land of opportunity. Know where to go, what to do. Ignorance means failure. Knowledge brings success.

Florida's big weekly paper states the facts about climate, soil and production. Impartially answers questions. Send 25 cents for trial subscription. 12 big issues.

Florida Grower  
Tampa, Florida



## Ford GIVEN FREE

Latest Model with Electric Starter and Lights

Don't buy a Ford, join our great Auto Club and win Grand Prizes including Ford Touring Cars. Our prize list is the most complete in the world. A list of 100 prizes is given to each member. Everybody wants a Ford. We have already given away many. Why not you? Send for your free trial list. Address: Ford Wilson Mgr., 143 W. Ohio St., Dept. 1008, Chicago, Ill.



## SKUNK

We pay highest cash prices for all staple furs—Skunk, Mink, Muskrat, Raccoon, Red Fox. Fancy furs a specialty, including Silver and Cross Fox, Fisher, Marten, etc. Est. 1870. Our continued prompt returns and liberal policy are now bringing us shipments from all North America. Making us Mexico. Send for Free Price List. Address: M. J. JEWETT & SONS, REDWOOD, N. Y. D. p. 42



What will your car be worth  
a year from today?



**DODGE BROTHERS**  
MOTOR CARS



## BLACK BEAUTY

### Sateen Shirt

Black Beauty is genuine black sateen, triple stitched, big and comfortable. In the shirt trade it is known as "the thoro-bred" work shirt. If your store-keeper does not carry Black Beauty write us and we will see that you are supplied.

**RELIANCE MANUFACTURING COMPANY**  
212 WEST MONROE STREET  
CHICAGO, ILLINOIS

## THE AMERICAN POMOLOGICAL SOCIETY

At its last convention the American Pomological Society decided upon a more expansive policy of endeavor to meet the changed conditions in the fruit growing industry. Although unavoidable delays which appeared have somewhat slowed up the working out of this program, matters are now in position for progress in this wider field.

The main idea in the reorganized work of the society is that of greater service to the industry, both commercial and amateur, and all plans will be formulated around that scheme. They include affiliation with horticultural and pomological societies and other organizations; co-operation in programs which promise betterment for the fruit business; the dissemination of information on markets and marketing; new practices, methods, inventions, and equipment, varieties and other matters of general interest; concern in national affairs such as legislation, transportation, quarantine, export; organization of branches in the colleges of agriculture; encouragement of fruit exhibitions; stimulation of educational campaigns looking to the greater use of fruits; the maintenance of its interest in nomenclature; the publication as in the past of the transactions of the society, together with a new pomological annual containing matters of general importance and interest; regular correspondence to members from the headquarters of the society.

The American Pomological Society will in no way become a trade organization. Its program will supplement and assist such marketing efforts as are made by other organizations.

The fruit interests of the United States and Canada need some central organization through which they can function unitedly and harmoniously. With such they will be in position to give and receive aid to and from each other and to and from other agricultural organizations.

The membership of the American Pomological Society now represents all fruit sections of the United States and Canada, but a larger membership is essential to complete effectiveness. This plan of development has the support of growers, agricultural colleges and experiment station workers, commercial concerns and others interested in progress in pomology.

The next annual convention will be held in Toledo, Ohio, December 7, 8, 9. A large attendance and extensive exhibits are expected:

Send your membership fee of \$2 to R. B. Cruickshank, Secretary-Treasurer, Columbus, Ohio.

## WEBSTER AGAIN FIRST

By winning first place in a Minnesota single acre orchard contest begun in 1914 by the Minnesota State Horticultural society, D. C. Webster, La Crescent, was awarded a prize of \$200 on his orchard, which scored 90.80. T. C. Smith, Lakeville, scored 81.16 and was awarded the second prize of \$150. W. S. Widmoyer, Dressbach, scored 76.06 and was rated third. He received a \$100 prize.

Although 28 contestants started out, only 10 finished the contest, according to R. S. Mackintosh, secretary of the society, who examined the orchards in August together with Edward Yanish and R. A. Wright. Each tree was scored on the following points: growth, density of head, balance, uniformity, alignment, health of trunk and branches, foliage and fruit and integrity of orchard.

Others, who will receive a pro rata share of \$150, and their scores are: E. W. Mayman, Sauk Rapids, 68.86; Henry Dunsmore, Olivia, 68; A. Brackett, Excelsior, 67.7; J. Flagstad, Sacred Heart, 67; Michael Oleson, Montevideo, 66.9; Henry Husser, Minneka, 66.21; Hattie Mayman, Sauk Rapids, 49.7.

Among the insect pests of the strawberry, the white grub is pre-eminent. These are most troublesome in sod land that is planted to strawberries.

# Apples!

## HOW TO GET TOP PRICES

Best prices for your fruit depend on proper packing, storing and shipping. Learn the very latest methods and add to your profits.

## Pack The Modern Way

Pack in Passco Packages made to exactly fit your requirements. Designed by men who know the fruit business from tree to market. Passco Packages have slanted sides and 15-inch bottoms for strength and compact storage. Ship nested. Take up little space. Ready for use. No nailing, fitting or assembling, save time, labor and money. Star covers and 10-inch corrugated protecting pads prevent bruising. Get the fruit to market safely. Display it more attractively. Command top prices.

## Book Sent FREE

Facts you should know. Ring pack and jumbo pack fully explained. Correct methods of sorting and packing. Table of apple sizes. Blue print diagrams of scientific car loading. All based on actual experience of most successful growers and shippers. If you grow or market 500 bushels of apples or more per year you need this book. Send for it now.

**WRITE TODAY!** Full information gladly sent. No charge. Also interesting facts for growers of peaches, plums, sweet potatoes, green vegetables, etc. State which you are interested in and whether grower or shipper.



**PACKAGE SALES CORP.**  
215 Union Trust Bldg.  
SOUTH BEND, INDIANA

## World's Best Roofing

At Factory Prices

"Reo" Copper Metal Shingles, V-Crimp, Corrugated, Standing Seam, Painted or Galvanized Roofings, Siding, Wallboard, Paints, etc., direct to you at Rock-Bottom Factory Prices. Positively greatest offer ever made.

## Edwards "Reo" Metal Shingles

cost less; outlast three ordinary roofs. No painting or repairs. Guaranteed rot, fire, rust, lightning proof.



**LOW PRICED GARAGES**  
Lowest prices on Ready-Made Fire-Proof Steel Garages. Set up any place. Send postal for Garage Book, showing styles.

**THE EDWARDS MFG. CO.**  
1101-1114 First St., Cincinnati, O.

**FREE**  
Samples & Roofing Book

## Protect Your Young Fruit Trees



Excelsior Wire Mesh Tree Guards will positively safeguard young fruit trees against gnawing animals. They are rust-proof, easily attached, and cost but a few cents each. In various sizes. Write for booklet A for detailed information.

**Wickwire Spencer Steel Corporation**

Worcester, Mass.

Buffalo, N. Y.

**FREE**

**TRIAL**

Let us send this fine razor for 30 days free trial. When called after using, send \$1.95 or return razor. Order today.

**JONES MFG. CO., 160 N. Wells St. Dept. 437, Chicago**

**Free-Conkey's Poultry Book**

30 pages chock full of information about the feeding and rearing of chicks, culling of hens, etc. Tells how to keep chickens healthy and how to make them pay. Whether a beginner or a professional, Conkey's Book is worth dollars to you. Send for 6 cents in stamps to pay postage.

**THE C. E. CONKEY CO., 6510 Broadway, Cleveland, O.**

**FREE**

Send today for a genuine Violette, and get back, handsome appearance. New Violette, \$1.00. Send \$1.00 to receive Violette. Write for complete information.

**Wm. C. G. Co., 100, PARKER, N. Y.**



## A Fruit Packing House In Florida

(Continued from page 3)

packed by the association. It will be seen, therefore, that no mean fund will be provided to retire the entire bond issue. Each grower will be given credit on the association books for this assessment, based upon the number of boxes he packs. In all probability within the next two or three years, when it is definitely known the exact acreage which will belong to the association, an assessment per tree will be made to cover membership and the special assessment of ten cents per box referred to will be applied on such membership, any credit remaining to be refunded to the respective growers. Under this arrangement every grower will be treated impartially.

The construction of packing houses such as this means a reduction of the fire hazard, with a consequent lowering of rates; attractive surroundings for employees, which in turn brings satisfaction and better work; clean, bright fruit and a high-grade, honest pack beget worth-while prices for our produce, and this in turn fosters peace and contentment for the grower.

### Affiliated with Exchange

Perhaps it is not too much to say that the construction of our building, and all of the benefits accruing therefrom, was brought about because of our affiliation with the Florida Citrus Exchange, that big, co-operative, non-profit-sharing organization composed of the growers themselves, and which has meant so much toward the up-building of this part of Florida. We are candidly of the opinion that if it were not for the Exchange this building would never have been erected, and, furthermore, there would be much less acreage planted to citrus fruits than we find in the state today. Why? Simply because if a grower was obliged to depend absolutely on independent organizations to market his produce, and in which he had no interest, the growing of citrus fruits in Florida would not be the attractive, remunerative occupation we find it to be today.

But the Exchange means the grower. It is the growers. It is their own organization. They select their own officers and directors, who in turn select their salesmen and perfect a selling or marketing agency for each of the larger cities in the north, west and east. Every penny of profit in the sale of fruit is returned to the grower, who has borne the risk and carried the burden of growing his crop. In other words, there is no middleman. The grower's fruit is marketed through a medium of which he forms an integral part, and in which he is given an opportunity to direct its policies.

The Florida Citrus Exchange is purely a marketing agency. It does not have groves of its own. It does not speculate. It does not issue stock. It has no favorites—everyone is treated fairly and justly. Its business is to take the grower's fruit and sell it for the highest market price, and return to him the proceeds of such sale, deducting only the actual costs connected with the same.

### Other Ways of Co-operation

Closely allied with the Florida Citrus Exchange is the Exchange Supply Company. This concern has enjoyed a phenomenal growth since its formation several years ago. Its province is to furnish packing houses affiliated with the Exchange with its necessary supplies such as paper, crate materials, nails, ladders, machinery, etc. It makes fertilizers, furnishes feed for stock, and supplies tools and other equipment of every kind for the grower. And best of all, it is not a money-making proposition for the company, but rather a money-saving utility for the grower, as this organization also is composed of the growers themselves, and any surplus at the end of the season is rebated to the growers in proportion to the amount of their purchases.

Still another subsidiary company

## Implement Prices Down

OUR 1922 reduced prices on farm machines have just been issued and are effective immediately. They apply on practically our entire line of International Harvester grain, hay, and corn harvesting machines, plows, tillage implements, seeding machines, etc.

In determining these prices, the Company has made a careful study of market and labor conditions and has based the price reductions on the lowest possible raw material and production costs that can, under most favorable conditions, be forecast for the season of 1922.

At the new prices, a grain binder can be bought for \$50 to \$60 less than the price of Jan. 1st, 1921; and other reductions are in proportion.

At these prices no farmer can afford to postpone the purchase of needed machines, especially if his present equipment will not stand up under the work of another planting and harvest.

An old corn planter may crack enough kernels and miss enough hills to make its use mighty expensive. A new planter will save much of its cost the first season. The same is true of a drill. Your old binder may lose grain enough in one

harvest to make a substantial payment on a new machine. The new machine will go on for many years, saving a large amount for you each year.

Economy consists not in getting along with worn-out machines but in farming with efficient machines.

You will of course continue with that part of your present equipment which is in good order and satisfactory. But it is good judgment now as always to abandon those machines which are really worn-out. Where repairs have been made again and again, beyond the point of serviceability, waste and loss are pretty sure to follow. Present prices will enable you to replace the old with efficient, modern machines. As Mr. J. R. Howard, President of the American Farm Bureau Federation, has said, "The farmer who needs additional machinery and equipment pays for it whether he buys it or not."

If you are at present interested in learning some of the new prices, or in looking over any individual machine, the International Dealer in your vicinity is at your service.

## INTERNATIONAL HARVESTER COMPANY

CHICAGO

OF AMERICA

USA

92 Branch Houses and 15,000 Dealers in the United States

## Frost Protection for your orchards

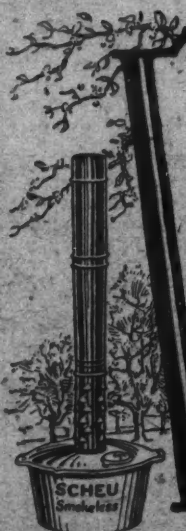
Don't let frost take away your year's income. Orchard heaters are frost insurance. Use them and have big crops at premium prices when others fail; get high prices for your crops.

### Scheu Smokeless and Canco Heaters

have saved crops all over the United States. Temperatures of 16° successfully raised above danger point. "Outside temperature was 26° with Scheu Heaters raised to 40°. Crop saved, 100%," says Ernest A. Tank, apple grower of Cashmere, Washington.

Growers all over United States report similar success. More than a million now in use. Cost 86c up. Write for free 48 page book "Frost Insurance." Resident agents wanted.

Orchard Heater Dept. N  
WHITING-MEAD CO., LOS ANGELES



## Sure Rupture Comfort

Brooks' Appliances, the modern scientific invention, the wonderful new discovery that relieves rupture, will be sent on trial. No dangerous springs or pads.

### Brooks' Rupture Appliances

Has automatic Air Cushions. Bands and draws the broken parts together as you would a broken limb. No valves. No ties. Durable, cheap. Sent on trial to prove it. Protected by U. S. patents. Catalog and measure blanks mailed free. Send name and address today.

Brooks Appliances Company  
229-9 State St. Marshall, Mich.

Read "The Fox of Wallingford" on page 15—you will enjoy it.







# The Orchard Home

A Section for Orchard Women and the Children  
Edited by Mary Lee Adams

## A Crime—93 Per Cent for War Taxes

ON NOVEMBER 11, 1918, we celebrated amid huge rejoicings and with naive faith, the close of the war that was fought to end war. Three years later, on November 11, 1921, delegates from many nations will meet in a chaotic atmosphere of hopes, fears and suspicions, to debate the possibility of lessening the great and growing burden of war preparedness.

The picture of the Appropriation Pie shows more clearly than words, the exorbitant share of revenue that is consumed by war. The figure of Education groveling on the floor for a pitiful one percent crumb, alone suffices to turn the heart sick. But even this shrinks into comparative insignificance beside the thought of the intolerable burden of taxation that is being laid upon us. From a purely practical business standpoint, Mr. Norris, Governor of the Federal Reserve Bank of Philadelphia, has pitifully expressed the situation in the three words "Disarmament or bust." We must not "bust."

But again, among women at least, the acute financial situation is less prominent in thought than the hideous terror, bloodshed and misery that another war would precipitate upon mankind. Horrible as was the late war, we are told by those who are best informed, that it was but as a flame upon your own hearth stone to a gigantic forest conflagration, when compared with the next war which will be fought with all the devilish devices known to advanced science.

Tomorrow these devices may be so deadly that, in the event of war, literally few would survive in a world rendered unfit for habitation. Then indeed neither age nor sex will be spared. Even today, death could fall from the clouds in bombs charged with disease germs, in bombs filled with Lewisite gas, which penetrates trench and cellar, which poisons and slays with no more than three drops upon the skin.

Raymond Robins, than whom no better or more widely informed person is qualified to speak on the subject, says that there is no child alive today who, in the natural course of human existence, will live to see the pre-war degree of amity, peace and prosperity in the world.

"Since the war the General Staffs of all nations, have put scientific men and inventors to work studying the possibility of killing men." Such has been the result of the war which killed in detail, and already we are rushing at mad speed to prepare for the war which will kill by wholesale. "What we prepare for we shall have." It was Germany's belief that she had built up an invincible military machine, which led her to throw down the gauntlet to the civilized world.

Nor are we alone in our huge preparations. It is impossible that any nation should stand alone in this. When one country sees another arming to the teeth, a natural suspicion arises and the simple instinct of self-preservation demands that they aim at such ability to resist as lies within their capacity. And yet we firmly believe that the great mass of the people of all nations desire

### The Appropriation Pie



peace. The world war left few strong enough to engage in competitive armaments. Of these we are the most powerful. Potentially we are stronger than any three European nations. This gives us tremendous influence and also imposes heavy responsibility.

What the nations want is peace, rest and security, so that they may build up their shattered industries. We, who have suffered least, are in no such prosperous condition and we should be. How much we need money for all sorts of public works and welfare. Federal taxes average \$53.82 per capita, but 93 per cent of this goes upon military expenditures. Think of appropriating \$500,000,000 for naval armament alone in the coming year! It is monstrous. It is essentially madnes. As Steven Leacock points out, we are not aiming at any definite end, for there is no end.

Nor is anything like permanent superiority possible. The faster we all arm, the more equal our proportionate strength becomes. When you have two battleships and I but one, you have twice as many as I. But if I build another ship to balance yours and you cap this with a third vessel, you are still one ship ahead but you no longer have twice as many as I, you are then just one

and one-half times bigger. And after all the pains and cost of piling up battleships, there may any day be developed from the air, from chemicals, from electricity, a force that will put the battleship in the discard.

Practically everyone save munitions makers and those whose occupations flourish upon the ghastly business of war, is eager to end war. All are beginning to realize how hopeless and terrific are its consequences. Lloyd George is quoted as saying to a large group of newspaper men in the days immediately preceding the armistice, "Gentlemen, if after winning this war we cannot find some means to take the fear of war out of the human heart, we may as well bid good-bye to our civilization."

Now approaches the immortal moment when America, by reason of her great strength, can take the lead in bringing about at least a lessening of that fear which is driving the nations like a nightmare. If she comes forward with liberal, disinterested proposals, not designed to take advantage of the weakness of her associates, much may be accomplished.

What is America's will in this matter? What is your will? What the people want they can have. With the power of the vote behind them, women can now exert that influence over office holders which comes from the fear of losing office. Write to your senators and representatives a personal letter demanding reduction of armaments.

Write to the four men who are chosen as United States delegates in this momentous conference, and state that you will them to discover some wise plan for the fullest possible measure of disarmament and to provide for the fullest possible measure of publicity. After all, it is not these delegates who are chiefly concerned, but the people who groan under heavy taxes, whose men in case of war, will be killed on the field or upon the seas, whose women will be blown up in munitions factories, whose little children may be exterminated upon the streets of their towns or on the quiet country roads.

Whether you are democrat or republican, let it make no difference. Write to the person who has called this conference—to the President of the United States. To him, most of all, you should give the assurance that you stand firmly behind him. Tell him that your prayers go up to God for the success of this effort to lift the horror of slaughter, of famine, of bankruptcy, from the world. That you are ready to hold up his arms as the arms of Moses were upheld of old. Write to

Hon. Warren G. Harding,  
Washington, D. C.

Dear Mr. President:



## You Might as Well Own a Watch With a Record

From steam to electricity, from the invention of the first engine to the air-brake, inventors have constantly sought two things—speed and safety.

The speed and safety of modern railroad traffic are made possible through carefully prepared schedules. Back of these schedules is the Hamilton Watch, the favorite time-keeper of American railroad men.



## Hamilton Watch

"The Watch of Railroad Accuracy"



The engineer shown here is S. W. Powers. He has been with the Boston & Albany R. R. for 25 years. He runs his trains by a Hamilton Watch—has for years.

You might as well choose a watch that has made a record for keeping time with day-in-and-day-out accuracy even in the steady movement and jolting of railroad work.

Prices range from \$40 to \$200. Movements alone, \$22 (in Canada, \$25) and up. Send for "The Timekeeper," an interesting booklet about the manufacture and care of fine watches. The different Hamiltons are illustrated, and prices given.

HAMILTON WATCH CO., Lancaster, Pa.

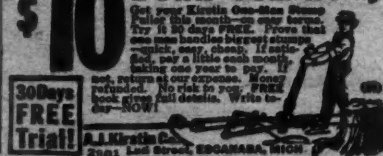
### 9 CORDS IN 10 HOURS



BY ONE MAN, IT'S KING OF THE WOODS. Saves money and backache. Send for FREE catalog No. 127 showing low prices and latest improvements. First order gets agency.

Folding Sawing Machine Co., 862 West Harrison St., Chicago, Ill.

### Only \$10 Down—Yearly Pay



30 Days FREE Trial! A. J. Kirtin Co., 2801 East Grove, Eagan, Minn.



## This Big Lovely Doll For You Given Away

Write Aunt Alice right away and tell her that you want a nice beautiful Doll like this one Free. A big Doll over 15 inches tall with real curly hair and pretty blue eyes—with jointed hips and shoulders—wearing a beautiful dress neatly trimmed with lace collar and cuffs, a little cap and knitted socks and buckle slippers.

This is not a cloth doll to be stuffed, neither is it a doll stuffed with cheap excelsior or saw dust—but a doll with unbreakable head and stuffed with expensive Spanish cork. It is a doll any little girl would love to have and play with. One you would enjoy making pretty dresses for and taking care of.

Aunt Alice has a doll for every little girl so be sure and write TODAY. Write and tell her your name and address and ask her to send you her big Free Doll Offer. Hurry and be the first in your neighborhood to get a doll. Use this coupon.

AUNT ALICE, 78 Copper Building, Topeka, Kan.

Dear Aunt Alice—I want a nice big Doll like the one shown above. Tell me all about your Free Doll offer.

My Name.....

Street or R. P. D.....

State.....

### TIME TO TRANSPLANT BULBS

WHEN asked what was the best time for transplanting, an authority replied, "When you have the time, the place and the plant." This stands as a general rule, though there are exceptions, and as the list of these is fairly long, the amateur who wishes to do a lot of transplanting at once would show a wise caution by consulting a good nearby nurseryman as to whether certain plants, trees and shrubs will stand fall transplanting.

The general impression is that planting—especially ornamental planting—should be done in the spring. This indicates that the majority of us have not been as observant as we might be of nature's ways. The fall is her planting time. It is then that she drops the seed and the nut upon the bosom of Mother Earth. Nature is prodigal and she drops a very large quantity of these, so that if only a small proportion survive the species is yet preserved.

You may say that Nature in the fall of the year sets no plants but only seeds, yet a number of these germinate and start growth, making little plants, before being checked by the cold of winter. Grass seed germinates quickly, and if you are making a lawn you can get busy in a hurry, right now, and sow the seed in the ground which has been previously prepared. Many trees and shrubs do as well or better when set out in autumn, and autumn is now here in the more northern sections, and will be on the way everywhere by next month. It is none too soon for fall planting in many places.

### Start Your Rose Bed Now

Among the shrubs that are fitted for fall planting are roses. Perhaps not the delicate tea roses, but the hybrid teas and hybrid perpetuals can be set out this month or next with advantage. If you do not wish to set out the plants until October, you can at least get the rose bed ready, for roses need quite a bit of preparation if you are to make a fine success with them, though they are not at all difficult to care for if once established.

Dig a deep bed and fill in the bottom of it with well-rotted cow manure, preferably six months old. It is really better than stable manure, and has not the burning qualities of the latter. Old plaster, lime and soot are variously recommended as of value for the rose bed, and each has its special uses. Even in temperate climates the newly set rose trees may need some winter protection. This is furnished by mounding the earth about a foot high against the stems. Even severe cold can not then kill them back too far. After the ground freezes it is well to cover the mound with a small amount of litter. This will help to keep the earth from thawing and, as we have mentioned in former articles, the object of winter protection is not to keep the cold out of the ground, but to keep it in, once it has entered, and so prevent the alternate thawing and freezing which is so upsetting to newly-rooted plants.

### Layering Roses

The roses you layered in midsummer may be taken up in October if you have made a good job of the layering. The way to set about that is to choose a healthy shoot of year-old growth. Now make a clean incision with a sharp knife one or two inches below a joint, cutting clear to the middle of the stem, and then slice up through the middle until past the joint.

Place something, a small smooth stone is good, in position to keep the cut open. Bend down the stem and cover the cut joint with good moist earth. If you are taking cuttings instead of layering, take an eight- or ten-inch length from vigorous year-old growth and place in the earth, allowing only about one-third of the length to be above ground. This should be done in October, and the cutting should be taken just below a joint.

It is often a surprise to the amateur rose grower to find that with proper treatment his roses will give him rarer bloom in autumn than even in the accepted rose-time of June. It is amazing the resistance to frost that some roses show, and we have reports from some northern states of their blooming bravely under a light snow.

### American Fruit Grower

## \$375 ONE DAY

### Ira Shook, of Flint, Did That Amount of Business in 1 Day

—making and selling Popcorn Crispettes with this machine. He says in letter dated March 1, 1921: "I started out with nothing, now have \$12,000.00 all made from Crispettes." Others have amazing records: Gibbs says: "Sold \$50.00 first night." Erwin's little boy makes \$35.00 to \$50.00 every Saturday afternoon. Meixner reports \$800.00 business in one day. Kellogg writes: "I made ahead first two weeks." Master's letter says: "Sold \$40.00 in four hours." During March, 1921, Turner was offered \$700.00 clear profit above cost of his investment to sell. There is money—lots of money—in Crispettes. There make no difference for most of these records were made in 1921—were made while people are crying hard times and are looking for jobs. Location makes no difference. It's common for Crispettes machines to make \$10.00 to \$25.00 profitably in small towns.



### I Start You in Business

Write me—get my help. Begin now. Others are making money selling Crispettes. You can too. You don't need much capital. Experience not necessary. I furnish everything—secret formula, equipment for shop or store, full directions, raw materials, wrappers, etc. Splendid chance galore everywhere. Crowded streets, amusement parks, concessions, wholesaling and storing. Crispettes are a delicious, delightful confection. People never get enough. Always come for more. Raw materials are plentiful and cheap. You make enormous profits. Trade grows by leaps and bounds. It's an easy, pleasant and fascinating business. Send post card for illustrated book of facts. Customers in letters from men and women who have quickly succeeded. Tells how to start. Explains most successful methods. Gives all information needed. It's Free! Write Now! Address

LONG EAKINS COMPANY  
1162 High Street Springfield, Ohio



Apples, Peaches, Pears, Quinces, Plums, Cherries, Apricots, Nut Trees—all are backed by the combined guarantee of the 5 Kelly Brothers, each of whom personally directs a department of the Nursery.

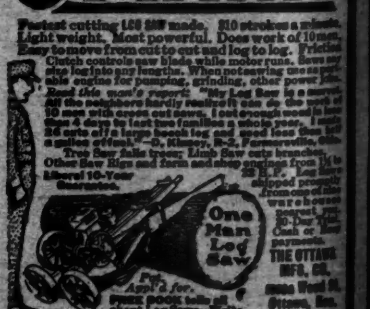
### Fall Planting Pays

Plant this Fall and save a whole year. It puts your trees way ahead. Our new Fall Price List which quotes new and attractive prices is now ready. Send for your free copy today—NOW.

Kelly Brothers Nurseries  
1180 Main St. Danville, N. Y.  
You'll never regret planting Kelly Trees.



## OTTAWA



Phonograph FREE and RECORD. Best Chicago Prepared. GILES MFG. CO. Dept. 637



Grower

DAY

Did That

in 1 Day

in Crisp

ys in letter

ed out with

ave amazing

0 first night

\$50.00 every

orts, \$600.00

es: \$700.00

s letter says

uring March

clear profit

There is

records were

while people

are looking

akes no differ

for Crisp

ize \$10.00 to

00 profit for

small towns

business

now. Others

can. You can

Experience

g—secret for

full directions

and chosen

recs. comm

ing and st

Possible

on confecti

ome for more

ap. You make

leaps and

and fascinat

rated book of

and most

start. Expla

inating need

PANY

Red, Ohio

ances,

Nut

e com

Kelly

sonally

of the

ys

year. It

otes nev

—NOW

ries

, N. Y.

# The Son of Wallingford

By GEORGE RANDOLPH CHESTER  
and LILLIAN E. CHESTER

This is the first installment of George Randolph and Lillian E. Chester's adventurous romance "The Son of Wallingford" of "Get Rich Quick Wallingford" fame. Installments of it will appear from month to month in these columns and you will enjoy reading each one as it appears. Begin with this first installment and follow through the series.

HAVING come exactly that time of late afternoon for Mr. Gander to cross the road, he quite naturally proceeded to cross the road. He quaked, and once only, a short, deep, startled peremptory quack in signifi-

cance of his lordly intention; and so justifiable was his belief in the obedience of his harem that when he emerged from the highway the three Mrs. Gander were wadding after him in precise order, the favorite first. The blue sky smiled above them, and the waning summer sun was warm, and at the bottom of the hill spread, toylike, Fawnlake City at the edge of its patch of shimmering water, always good for a place to look upon—and the world was right. As the plump and slickly dressed procession neared the center of the road, however, a long-nosed yellow roadster loomed above the brow of the hill and set up an imperative honking.

Why should the goose have been so enlisted in history and literature, and made to seem a ridiculous figure? There is nothing so majestic as a goose, nothing so dignified, nothing so insistent upon a principle. Mr. Gander had been crossing the road from the Waite spring run to the Curtis place, at this particular spot and at this particular time of day, ever since he had ceased to be a gosling, and, secure in his sacred rights as a pedestrian, he quacked his answer to the honking impertinence and waddling straight on across the road, looking neither to the right nor to the left, and disdaining to quicken his pace by even one heartbeat.

But his females think him less ganderly; and such was the beautiful faith of the Mrs. Gander in the leadership of their lord and master, who had always protected as well as chastened them, that, suppressing any feminine inclination they might have had for panic or flight, they waddled straight on after him in unbroken procession while the vast destroying monster came bearing swiftly down on them!

More honks, yells, the wild screech of brakes, and the smell of burning rubber; and the destroying monster stopped with a jerk not two feet from the goose, while young Jimmy Wallingford dropped both arms, limply and young "Toad" Jessup sank back to catch all the breath he had been holding in his capacious lungs. Upon this, as the eldest Mrs. Gander serenely wished her tail through the Curtis fence, a silvery laugh rang out nearby.

Now, Nature, doubtless for reasons of her own, has put into young men insatiable curiosity concerning a silvery laugh. So both tourists looked. There, where the trumpet vines arched over the gate of Talbot Curtis's beautiful old-fashioned place, the boys beheld a most interesting contest between Mary Curtis and the scenery. Tall old trees, a high-pillared old white house, with bay-windows, green lawn, flowers, shrubbery, a background of rock, a brown hill, flocks of lazy white doves in the blue above; that was the scenery. You know, exquisite stuff which an artist might paint in a picture. As a rival of all this was just a slender slip of a girl in a simple white dress and a floppy Leghorn hat. Yet she won the contest immediately and unanimously. There is no use to describe shining dark hair, delicately tinted oval cheeks, curving red lips, pointed chin, well-arched brows, large soft eyes, slim white neck, or well-proportioned head and all such things, for the same might be said of many another girl, only—and here is the vast difference—this was Mary Curtis!

Now, Nature, doubtless for reasons of her own, had implanted in Jimmy Wallingford a keen interest in pretty girls, and when he saw this one he promptly forgot all the other pretty ones in the world. Moreover, he so frankly bestowed his stupefied admiration that Mary Curtis stopped laughing and lowered her eyes in confusion. Mark you, she did not turn indignantly back to the house, or look indifferently down the hill, or otherwise indicate that she was mortally offended by this admiration; she merely lowered her eyes in confusion, whereupon Jimmy Wallingford, impelled by some impulse for which also Nature doubtless had a good and sufficient reason, of her own, grabbed a spouted water can, leaped lightly from the car, and approached the gate, doffing his cap and smiling his ingratiating smile. A likable chap, tall, handsome, athletically built, and with the easy self-possession of those who look well dressed in any sort of clothes. Clean-cut, perfect features, with one exception; his ears, otherwise in good proportion, were lobeless, the rims running down the cheeks and disappearing into them at a tangent! Some time a

of a commercial transaction with Jimmy's more than clever father, had told Mr. Wallingford that this lobeless ear, on the then infant Jimmy, was one of the "stigmata of degeneracy," and from that day to this the trifling abnormality had been to the father not only a reproach, as being a bequeathed symbol of what evil might lie in himself, but an eternal signpost warning him to look for some development of character which even a crook might mourn in his capacity of parent. The ordinary observer would pay only passing attention to that ear; indeed, Mary Curtis did not even notice it as the young man observed in his smooth and easy tones: "Our car is thirsty. May we give it a drink?"

The prettiest girl in any town cannot be in entire ignorance of the ways of young men, so Mary Curtis, demure as she was, knew as well as this audacious young stranger knew that there was enough water in that radiator, yet she did not refuse the water. Instead, she swung open the gate and said: "Certainly. You will find the well right back at the side of the house."

He knew it! He had been positive that her speaking voice would be as beautiful, as soft and as sweet as her silvery laugh; and, while he was pondering how to hear it again, she suddenly raised her long lashes and let him see the dancing devils in the depths of her velvet-brown eyes; whereupon he was shocked into unbelievable silence. Adroit as he was, and ready as he was, he was suddenly handicapped. He had been used to young ladies of the chorus, whom he had met carelessly in his college days, the sort to whom he could say: "Well, little one, how goes it?" and mean no offense, and none taken; but this wasn't that kind of girl; and he pondered the phenomenon so long for him that there was nothing to do but go on in and get the water. He went just in time to save Mary from panic, for she was demure, really, and her assurance was by no means equal to her knowledge. As Jimmy curved around the barberry bush, however, some of the faculties he inherited from his brilliant father returned to the aid of his bewildered senses, and he gave Toad the high sign, indicating with one swift jerk of the finger that the attraction must be held at the gate.

NO TRICK at all for Toad. He was not a lady's man. They had no effect on him whatsoever, so he stood in the awe of their blandishments. Shimmie Devere, or Lanks Anderson, or Cleo the Vamp, or any of 'em, might hang on him all they liked; he merely shook them off when he was ready to move or change his position, consequently he walked straight up to Mary Curtis and observed, politely enough and cap in hand: "Beg pardon, what town is this?"

Strange, Mary wasn't at all embarrassed or confused as she looked this ingenuous young chap frankly in the frank eye. Oh, Lieut. Freckles acting as orderly for Capt. Smooth; and suddenly she laughed at the sturdy figure topped by its square face full of astounding energy, of astounding sincerity, and of an astounding number of freckles.

"This is Fawnlake City, the town the signboards have been telling about for thirty miles."

"Couldn't see 'em," declared Toad, unabashed, and he put an elbow comfortably on the gatepost. "This little old car just refuses to be slowed down for a signboard. Say! Do you want to see the dandiest little engine ever hidden under a hood?"

He led the way out to "Sweet Patootie" so confidently, and his enthusiasm was so contagious that Mary Curtis, smiling at herself for doing it, found herself looking at the inwards of the imported miracle.

When "Capt. Smooth" returned to fill the radiator, "Lieut. Freckles," who was not a flowery describer, though graphic, was most volubly explaining the talented carburetor. Mary's hand lay on the front fender. It was a long, splendidly formed hand with pink nails, tapering and well kept; a beautiful hand. She moved it. She was distinctly conscious that it was being admired warmly. There was a click. Why she should have an unconquerable curiosity to see anybody screw on the cap of a radiator she could not have told, but she had; so much so that her neck muscles acted independently of her will, and they, not she, turned her head in Jimmy's direction. He was smiling! He was about to speak—to open a conversation! Panic suddenly seized little Mary Curtis, along with the guilt of vast impropriety! Why, this audacious young stranger would

# Lucas

## Insecticides-Fungicides

## Paints and Varnishes



Take sample of the spray material you have been using to the nearest Lucas dealer, and make this test with the test rack he keeps on his counter. He do so may mean a gain of several hundred dollars in the value of your fruit crop.

### Which Spray Pays Best?

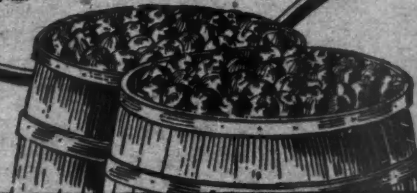
Look carefully at the two bottles shown here. Ordinary spray materials are so coarse that they settle within a few minutes after agitation. Lucas Insecticides stand in suspension for many hours because of their extreme fineness. The effect is even distribution over all foliage and fruit surfaces—there are no unsprayed spots for pests to feed upon. Lucas spray materials stick better than coarser materials, just as the finer particles of dust stick to the sides of a highly polished automobile even through a heavy rain. This means fewer sprays per season. Better insist on the Lucas brand this year and make each spray count.

### Lucas Dry Powdered Arsenate of Lead

is sold in 1-lb., 5-, 10-, 25-lb., 50-, 100- and 200-lb. light, strong, sift-proof containers with friction-top tin caps. No glass jars to break; no paste to freeze or harden; no freight charges on water. Keeps in any climate. Write Dept. 70 for name of nearest dealer, Lucas Spray Chart and for booklets, "A Plain Answer to the Question, Why Lucas Insecticides and Fungicides Are a Step in Advance" and "The Proof That Lucas Insecticides and Fungicides Serve You Best."

### John Lucas & Co., Inc.

PHILADELPHIA  
NEW YORK PITTSBURGH CHICAGO BOSTON DENVER OAKLAND  
ASHVILLE, N. C. BUFFALO, N. Y. MEMPHIS, TENN.  
HOUSTON, TEXAS JACKSONVILLE, FLA.  
SAVANNAH, GA.



"The Results Are  
Fine Because the  
Particles Are Fine"

# "Bean" SUPER GIANT JUNIOR sprayer

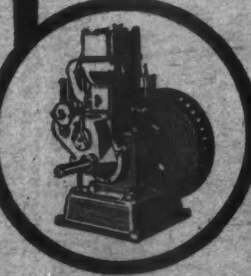


## Higher Pressure and Larger Capacity!

A new achievement in sprayer building, combining high pressure and very large capacity in a compact rig of moderate weight that can be easily hauled by an ordinary team. Throws 14 gallons of liquid a minute at 300 pounds pressure, and has a 300-gallon tank, which means quick, thoro work when the spray does the most good. Equipped with new 6 H.P. Bean engine. Send the coupon for new catalog, which describes the new outfit, the new Bean engine, and the entire Bean line for 1922.

### BEAN SPRAY PUMP CO.

15 Hoemer Street 104 W. Julian  
Lansing, Mich. San Jose, Cal.



This is the new engine that does the work. Sturdy and dependable.

BEAN SPRAY PUMP CO. 15 Hoemer St. LANSING, MICH.  
Please send me your New Service Catalog

Name \_\_\_\_\_ Street \_\_\_\_\_ Town \_\_\_\_\_ State \_\_\_\_\_  
Kind of fruit grown \_\_\_\_\_ No. of acres \_\_\_\_\_ (Go on)

FREE

637







as  
an amaz-  
ht, even  
has been  
it and 35  
to be su-  
It burns  
no pump-  
urns 94%  
(coal-oil).  
a, 609 W.  
ng to send  
, or even  
er in each  
roduce it.  
rticulars.  
u can get  
rience or  
month.

EAT!

s Free

warmer.  
the heat  
with coal  
cheaper.  
stove or  
gas stove  
make. No  
smoking,  
spilling,  
or wood.  
the heat or  
the change  
slipped in  
makes the  
cost. Oil  
the best in-  
g valve.  
health.  
% OIL.  
all about  
Heat. It  
amazingly  
using to-  
day today.  
Johns St.,  
St. Louis.  
in West.  
a month-  
or FREE  
season oil.

will bring  
on weeks  
cheerful  
and at the  
the every-  
one's pa-  
of the  
teresting,  
its 29th  
week-  
it costs  
to know  
this is  
paper in  
able and  
mediate a  
everything  
clearly, en-  
it in  
and short  
any. The  
ra YOUR  
mine of  
ic to show  
such a  
send the  
15c dose  
Green-  
ton, D.C.

BROWN'S  
30 DAY  
CUT PRICE  
CATALOG  
ready  
argains in  
IRE CO.

in GOLD  
SHORTLY  
NITED 5 YEAR  
calling only 5  
ent. Women  
Under loan  
prices are rock  
Greenville, Pa.

FREE

re mak-  
35 cent  
the picture  
at 35 large  
day Post Card  
everybody  
CHICAGO

Be a  
er. We can  
\$1.00  
supplies.  
ton, Ill.

BILE  
PLAN  
incise the  
explanation  
view, Pa.



STYLES FOR THE MONTH

**A Smart and Popular Wrap.**  
Cut in 4 sizes: Small, 34-36; medium, 36-38; large, 42-44; extra large, 46-48 bust measure. A medium size will require 4 1/2 yards of 54-inch material. Fine fabrics, velours, duvetyn, cloth, bolivia, fur, moire, satin, taffeta, twill, mixtures and double faced makings, all are good for this style.

**A Popular One-Piece Dress.**  
Cut in 4 sizes: Six, 8, 10 and 12 years. A 10-year size will require 4 yards of 38-inch material. Gingham, muslin, galatea, drill, linen, pongee, Indian head, poplin and serge are suitable for this model. The sleeve may be made in wrist or elbow length.

**A Set of Attractive Nursery Toys.**  
You may have these toys of toweling, flannel, cloth, or elderdown. The filling may be of sawdust, cotton batting, paper, rags, cork or other substance that will make the toy float. The pattern is in 4 sizes. It will require 1/2 yard of material for either toy.

**Dress Style for the Growing Girl.**  
Cut in 3 sizes: Twelve, 14 and 16 years. A 14-year size will require 2 3/4 yards of 36-inch material for the dress and 1 1/2 yards of 32-inch material for the blouse. Figured gabardine is here shown with crepe de chine. Satin, serge, tricolette and organdy, silk and tulle will may be combined for this style.

3779. An Up-to-Date Gown.

Cut in 7 sizes: Thirty-four, 36, 38, 40, 42, 44 and 46 inches bust measure. A 38-inch size will require 5 1/2 yards of 40-inch material. The width of the skirt at the foot is 2 yards with plaits extended. Serge, velours, velvet, taffeta, twill, combination materials, crepe de chine and mohair are attractive materials for this style.

**3797. Dolly's New Dress.**  
Here is just the right style for Dolly's best frock, and one that the little mother can readily fashion in silk, batiste, dotted Swiss, as well as in calico, or gingham, if she wants it for a play dress. As here illustrated embroidered voile was used. The model is also nice, in crepe with blanket stitching, or in chambray with rick rack braid for trimming. The pattern is cut in 5 sizes: For dolls 16, 18, 20, 22 and 24 inches in length, and will require 1/2 yard of 24-inch material for an 18-inch size.

**CATALOGUE NOTICE**  
Send 15c in silver or stamps for our UP-TO-DATE FALL AND WINTER 1921-1922 CATALOGUE, containing over 500 designs of Ladies', Misses' and Children's Patterns, a CONCISE AND COMPREHENSIVE ARTICLE ON DRESS-MAKING, ALSO SOME POINTS FOR THE NEEDLE (illustrating 20 of the various, simple stitches) all valuable to the home dressmaker.

ORDER BLANK FOR PATTERN  
Price 12c Each

INTERN DEPT.  
AMERICAN FRUIT GROWER, State-Lake Bldg., Chicago.

Please fill in \_\_\_\_\_ cents for which send me the following:

Pattern No. \_\_\_\_\_ Size \_\_\_\_\_ Pattern No. \_\_\_\_\_ Size \_\_\_\_\_

Pattern No. \_\_\_\_\_ Size \_\_\_\_\_ Pattern No. \_\_\_\_\_ Size \_\_\_\_\_

Pattern No. \_\_\_\_\_ Size \_\_\_\_\_ Pattern No. \_\_\_\_\_ Size \_\_\_\_\_

Pattern No. \_\_\_\_\_ Size \_\_\_\_\_ Pattern No. \_\_\_\_\_ Size \_\_\_\_\_

Pattern No. \_\_\_\_\_ Size \_\_\_\_\_ Pattern No. \_\_\_\_\_ Size \_\_\_\_\_

Pattern No. \_\_\_\_\_ Size \_\_\_\_\_ Pattern No. \_\_\_\_\_ Size \_\_\_\_\_

Pattern No. \_\_\_\_\_ Size \_\_\_\_\_ Pattern No. \_\_\_\_\_ Size \_\_\_\_\_

Pattern No. \_\_\_\_\_ Size \_\_\_\_\_ Pattern No. \_\_\_\_\_ Size \_\_\_\_\_

Pattern No. \_\_\_\_\_ Size \_\_\_\_\_ Pattern No. \_\_\_\_\_ Size \_\_\_\_\_

Pattern No. \_\_\_\_\_ Size \_\_\_\_\_ Pattern No. \_\_\_\_\_ Size \_\_\_\_\_

Pattern No. \_\_\_\_\_ Size \_\_\_\_\_ Pattern No. \_\_\_\_\_ Size \_\_\_\_\_



# Try This Way

## See how your teeth look then

Here is a new way of teeth cleaning—a modern, scientific way. Authorities approve it. Leading dentists everywhere advise it.

Ask for this ten-day test. Watch the results of it. See for yourself what it means to your teeth—what it means in your home.

### The film problem

Film has been the great tooth problem. A viscous film clings to your teeth, enters crevices and stays. Old ways of brushing do not effectively combat it. So millions of teeth are dimmed and ruined by it.

Film absorbs stains, making the teeth look dingy. It is the basis of tartar. It holds food substance which ferments and forms acid. It holds the acid in contact with the teeth to cause decay.

Germs breed in it. They, with tartar, are the chief cause of pyorrhea. Thus most tooth troubles are now traced to film.

### Combat it daily

Dental science has now found ways to daily combat that film. Careful tests have amply proved them. They are now embodied, with other most important factors, in a dentifrice called Pepsodent.

## Pepsodent

REG. U.S. PAT. OFF.

### The New-Day Dentifrice

A scientific film combatant, whose every application brings five desired effects. Approved by highest authorities, and now advised by leading dentists everywhere. All druggists supply the large tubes.

Millions of people now use this tooth paste, largely by dental advice. A 10-Day Tube is now sent free to everyone who asks.

### Its five effects

Pepsodent combats the film in two effective ways. It highly polishes the teeth, so film less easily adheres.

It stimulates the salivary flow—Nature's great tooth-protecting agent. It multiplies the starch digestant in the saliva, to digest starch deposits that cling. It multiplies the alkalinity of the saliva, to neutralize the acids which cause tooth decay.

Modern authorities deem these effects essential. Every use of Pepsodent brings them all.

### See the results

Send the coupon for a 10-Day Tube. Note how clean the teeth feel after using. Mark the absence of the viscous film. See how teeth whiten as the film-costs disappear. Watch the other good effects.

This test, we believe, will bring to your home a new era in teeth cleaning. And benefits you never had before. Mail coupon now.

### 10-Day Tube Free

THE PEPSODENT COMPANY,  
Dept. 225, 1104 S. Wabash Ave.,  
Chicago, Ill.  
Mail 10-Day Tube of Pepsodent to \_\_\_\_\_

Only one tube to a family

### AGENTS: \$6 a Day

taking orders for New Kerosene Burner. Makes any stove a gas stove. Burns kerosene (coal oil). Cheap and fuel known. Fits any stove.



Write for a catalog only 2 orders a day. No experience necessary. No capital required. Work at home. No traveling. No agent account of high price. No risk. No loss. Big money now on. Write for a catalog today.

Thomas Mfg. Co. B105 Dayton, Ohio

**All These FREE**  
10 YEAR GUARANTEED WATCHES  
Watch Chain, Ring and Pearl Pin  
American Watch—fancy back and fine  
chain. Lower's Knot Pin and Ring  
both set with fine stones. All 4 pieces per-  
fectly given for selling only 10 large catalog  
Papers (25¢ each, Post Paid) at 10¢  
each. Order today. All sent postpaid.  
SALES MFG. CO. DEPT. 237 CHICAGO

Our Scientific Method will stop that  
**STAMMER**  
Study at Home if you choose. Send for free 250  
page book. It tells how our Natural Guaranteed  
Method quickly corrects the stammer or stuttered  
voice. Write THE LAWIS INSTITUTE (Founded 1893)  
449 Levee Bldg., 71-77 Adams St., Denver, Colo.





## Vigilance

THE VALUE TO THE PUBLIC of the Bell System service is based on the reliability, promptness and accuracy of that service.

As quality of service depends upon the economic operation of all telephone activities, vigilance begins where work begins. Science and engineering skill enter into the selection of all raw materials; and into the adapting and combining of these materials to the end that the finished product may be most efficient in operation and endurance, and produced at the least cost.

A series of progressive tests are made at every step during the transformation of these materials into telephone plant and equipment. And when all these complicated devices, with their tens of thousands of delicately constructed parts, are set in operation they are still subjected to continuous, exhaustive tests.

As the best of materials and the most complete machinery is of little value without correct operation; the same ceaseless vigilance is given to the character of service rendered in providing telephone communication for the public.

Such constant vigilance in regard to every detail of telephone activity was instrumental in upholding standards during the trials of reconstruction. And this same vigilance has had much to do with returning the telephone to the high standard of service it is now offering the public.

\* BELL SYSTEM \*

AMERICAN TELEPHONE AND TELEGRAPH COMPANY  
AND ASSOCIATED COMPANIES

One Policy, One System, Universal Service, and all directed  
toward Better Service



## Classified Advertisements 15 CENTS PER WORD

### POSITIONS — HELP AND AGENTS WANTED

**BIG MONEY AND FAST SALES. EVERY OWNER** buys gold initials for his auto. You charge \$1.50, make \$1.25. Ten orders daily easy. Write for particulars and free samples. American Monogram Co., Dept. 24, East Orange, N. J.

**WE PAY \$30 A WEEK AND EXPENSES AND GIVE** a Ford Auto to men to introduce poultry and stock compounds. Imperial Co., D90, Parsons, Kan.

**DETECTIVES EARN BIG MONEY. GREAT DEMAND.** Travel. Experience unnecessary. Write, Dept. M1, American Detective System, 1909 Broadway, N. Y.

**WE PAY \$5 A DAY TAKING ORDERS FOR INSIDE** tires. Guaranteed to prevent punctures and blowouts. Double tire mileage. Any tire. Tremendous demand. Low priced. Write quick for agency. American Accessories Co., B302, Cincinnati, Ohio.

**WOMEN WANTED. BECOME DRESS DESIGNERS.** \$35 week. Learn while earning. Sample lessons free. Franklin Institute, Dept. 8851, Rochester, N. Y.

**\$125 MONTH. RAILWAY MAIL CLERK. HUNDREDS** wanted. Steady. List positions free. Write immediately. Franklin Institute, Dept. 8106, Rochester, N. Y.

**HUNDREDS U. S. GOVERNMENT POSITIONS NOW** open. Men, women, over 17. Steady. \$95-\$190 month. Short hours. Vacation. Common education sufficient. List positions free. Write immediately. Franklin Institute, Dept. 8106, Rochester, N. Y.

**SALES AGENTS. MEN OR WOMEN. YEAR ROUND** positions. No layoffs. Take orders for Jennings New Guaranteed Hotter. Must wear and give satisfaction or replaced free. Write for outfit. Jennings Mfg. Co., Dept. 1204, Dayton, Ohio.

**AGENTS \$5 A DAY TAKING ORDERS FOR NEW** Heat Indicator for city and county homes. New invention. Tells exact heat in any oven. He gives work when baking or cooking. Big seller. Every housewife wants one. Write for sample. Jennings Mfg. Co., Dept. 1204, Dayton, Ohio.

**AGENTS—90¢ AN HOUR TO ADVERTISE AND DIS-** tribute samples to consumer. Write quick for territory and particulars. Albert Mills, Gen. Mgr., 6074 American Bldg., Cincinnati, Ohio.

### ORCHARDS—FARMS AND LANDS FOR SALE

THE STATE LAND SETTLEMENT BOARD OF CALIFORNIA has a number of desirable irrigated farms of twenty and forty acres in San Joaquin Valley for sale to bona fide homesteaders on 5% year's time. Money advanced for improvements and dairy stock. Complete irrigation system. Price per acre varies according to location. Five per cent of purchase price payable when deal is made; remainder in semi-annual installments extending over period of 35 1/2 years, with 5 per cent interest annually. Your opportunity to acquire a farm in winterless California. All decisions made by the State Board of Land Commissioners. Ideal conditions for stock and poultry. Good schools and unsurpassed roads. Fruit associations market your crops, relieving you of marketing problems. You can farm all year in California. Go this fall and see for yourself. State Board's booklet, also Santa Fe Illustrated folder describing San Joaquin Valley, mailed free on request. C. L. Seagraves, General Colonization Agent, Santa Fe Ry., 911 Railway Exchange, Chicago.

**LAND OPPORTUNITY. 20, 40, 80 ACRE TRACTS IN** Michigan. Rich clay loam soil, especially adapted for fruit, poultry and truck; \$15 to \$35 per acre. Small payment down, balance long time. Write for FREE booklet. SWIGART LAND CO., E-1266, First Natl. Bank Bldg., Chicago.

**FLORIDA INVITES YOU—OPPORTUNITY AWAITS** you in Florida. Send for our booklet "Groves and Farms," in which you will find fully described and correctly priced all the grove, farm and farm bargains in Central and South Florida. DeLoach & Hammock, 816 1/2 Franklin St., Tampa, Florida.

**FOR SALE: BEST APPLE ORCHARD IN OKLAHOMA.** Mostly Stark Delicious. Terms. W. F. Reeves, Marshall, Ark.

### MISCELLANEOUS

**OLD KENTUCKY TOBACCO—3 YEAR OLD LEAF.** Ripe, rich, mature cured. "The Kind That 'Made Kentucky Famous.'" Chewing or smoking. 5 lbs. \$1.00 postpaid. Kentucky Tobacco Assn., W514, Hawesville, Ky.

**ARTIFICIAL EYES FITTED AT HOME \$3. BOOK-** let free. Deaver Optic, 558 Barclay, Denver, Colo.

**ATTENTION—FRUIT AND POTATO GROWERS AND** shippers. For sales, sorters, carriers, elevators, packing house supplies, write to Fruit Appliance Co., Inc., Yakima, Washington.

### MISCELLANEOUS

**A DEFINITE APPLE BARREL SUPPLY—KNOCKED** down standard size apple barrels! Write immediately for free booklet fully illustrating the Hollingshead Gold Standard Shook. J. D. Hollingshead Co., (Cooperville), LaSalle and Adams St., Chicago, Ill.

**TOBACCO KENTUCKY'S NATURAL LEAF SMOKING** 10 lbs. \$1.75; Chewing 5 lbs. \$1.50. Quality Guaranteed. Waldrop Brothers, Murray, Ky.

**BUT YOUR CIGARS DIRECT. BOX 50 LA COLUM** has prepaid \$1.75. Agents Wanted. Havana Smoke-house, Homestead, Pa.

**BORDAUX MIXTURE \$10.00 for 100 pounds. Lime-** sulfur \$5.50 per bel. Dealers, experienced salesmen wanted. Allen Mfg. Co., Pittsboro, N. C.

**AUTOMOBILE OWNERS. GARAGEMEN. MECHAN-** ics. Repairmen, send for free copy of this month's issue. It contains helpful, instructive information on overhauling, ignition troubles, wiring, carburetors, storage batteries, etc. Over 110 pages, illustrated. Send for free copy today. Automobile Digest, 613 Butler Bldg., Cincinnati.

**HONEY AND CHEESE OF SUPERIOR QUALITY** packed in family size packages, write today for FREE price list. E. Ross, Monroe, Wis.

**GENUINE BUCKSKIN GLOVES DIRECT FROM** Factory. \$3.00 Made from select skins. Agents wanted. Quail-Angus Co., Desk (32), Greenville, N. Y.

**BIG MONEY IN RABBITS. WE SELL ON CREDIT.** Get \$5 to \$25 each. We show you. Big Book etc. None Free. Jas. W. Houck & Co., Timm, O., Box 242.

**ALL WOOL KNITTING YARN FOR SALE. DIRECT** from manufacturer, at 75¢, \$1.25 and \$1.50 a pound. Postage paid on five dollar orders. Write for samples. H. A. BARTLETT, Harmony, Maine.

**\$135.00 FOR BEST NUTS—Black Walnuts, Black** Walnuts, Chestnuts, English Walnuts, Hazel Nuts, Hickory Nuts, Japan Walnuts, Pecans. Full information from Willard G. Bixby, Treas. Northern Nut Growers Assn., Baldwin, Nassau Co., N. Y.

### PLANTS, TREES AND SEEDS

**FRUIT TREES REDUCED PRICES DIRECT TO** planters. No agents. Peaches, apples, pears, plums, cherries, grapes, nuts, pecans, mulberries, berries. Ornamental trees, vines and shrubs. Free 48 page catalog. Tennessee Nursery Co., Box 101, Cleveland, Tenn.

**HUCKLEBERRIES—LARGE, SWEET DOMESTICATED** clusters. Liberal packages bearing plants, parcel post. St. Educational Franchising Company, Warren, Penna.



## You'll get somewhere with a pipe and P.A.!

Start fresh all over again at the beginning! Get a pipe!—and forget every smoke experience you ever had that spilled the beans! For a jimmy pipe, packed brimful with Prince Albert, will trim any degree of smokejoy you ever registered! It's a revelation!

Put a pin in here! Prince Albert can't bite your tongue, or parch your throat. Both are cut out by our exclusive patented process. So, just pass up any old idea you may have stored away that you can't smoke a pipe! You can if it's P. A. for packing!

What P. A. hands you in a pipe it will duplicate in a home-made cigarette! P. A.'s a cinch to roll because it's crimp cut and stays put!

Prince Albert is sold in tippy red tins, hand-some pound and half pound tin humidors and in the pound crystal glass humidor with sponge moistener top.



Copyright 1921 by R. J. Reynolds Tobacco Co. Winston-Salem, N. C.

# PRINCE ALBERT

the national joy smoke

Statement of the Ownership, Management, Circulation, Etc., Required by the Act of Congress of August 24, 1912. Of American Fruit Grower, published monthly at Chicago, Illinois, October, 1921. (See 11 Illinois, County of Cook, ss.)

Before me, a notary public, in and for the State and county aforesaid, personally appeared Robert H. Campbell, who, having been duly sworn according to law, depose and say that he is the publisher of the American Fruit Grower, and that the following is to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, contained in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager are: Publisher, Robert H. Campbell, Chicago, Ill.; Editor, Samuel Adams, Greenwood, Va.; Managing Editor, E. H. Fawcett, Chicago, Ill.; Business Manager, F. W. Orlin, Chicago, Ill.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.) Mary Lee Adams, Greenwood, Va.; H. H. Mankin, New York; Robert H. Campbell, Chicago, Ill.; Hollis Rinehart, Charleston, Va.; J. E. Ford, Chicago, Ill.; L. E. Bess, Atlanta, Georgia.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.)

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in case the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; and that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees or hold stock and securities in a capacity other than that of a bona fide owner; and that affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities that are so stated by him.

ROBERT H. CAMPBELL, Publisher Sworn to and subscribed before me this 22nd day of Sept., 1921. JESSE P. JENKINS, Notary Public (SEAL) (My commission expires March 15, 1922.)



## Winter Fruit Meetings

Secretaries of horticultural societies and other organizations of fruit growers are requested to advise us of their meeting places and dates for listing in this column, particularly for such meetings as may be of general interest.

### November Meetings

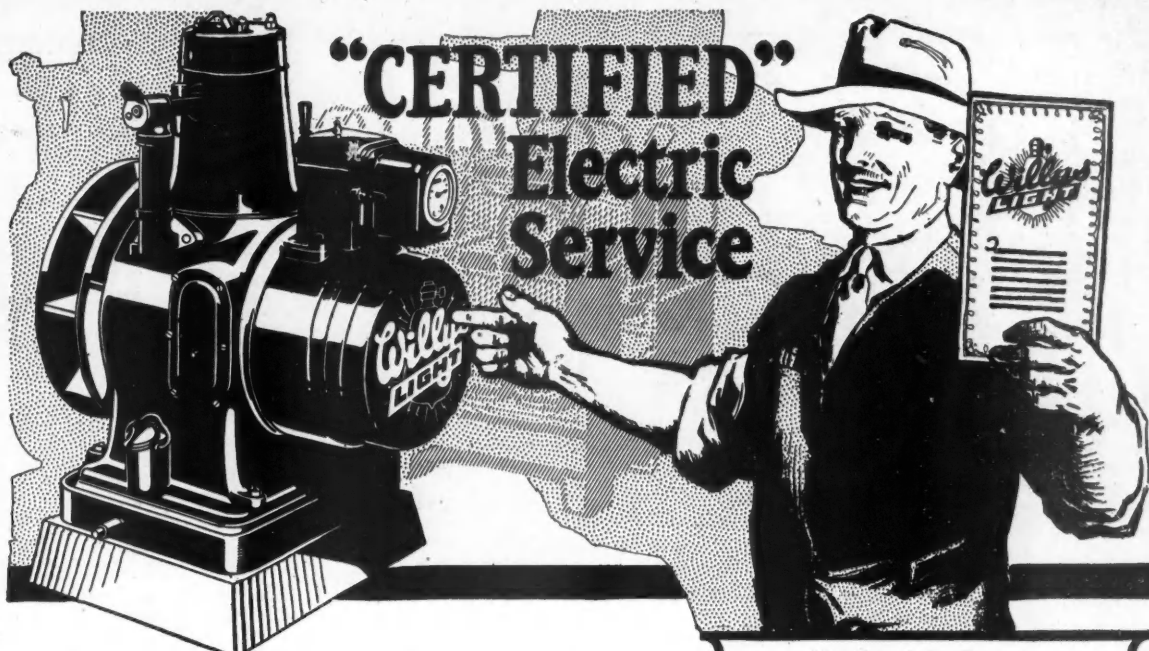
New England Fruit Show, Concord, N. H., November 4th to 8th. J. A. Tufts, Jr., Asst. Sec., Exeter, N. H.  
Vermont State Horticultural Society, Rutland, Vt., November 17th and 18th. M. B. Cummings, Sec., Burlington, Vt.  
Pacific Northwest Fruit Exposition, Seattle, Wash., November 21st to 26th.  
Peninsular Horticultural Society, Berlin, Md., November 29th to December 1st. Wesley Webb, Sec., Dover, Del.  
Iowa State Horticultural Society, Savery Hotel, Des Moines, Ia., November 30th and December 1st. R. S. Herick, Sec., Des Moines, Ia.  
Vegetable Growers' Association of America, Albany, N. Y., November 1st to 5th. C. W. Waid, Org. Sec., Columbus, O.  
Third Annual Convention, American Farm Bureau Federation, Convention Hall, Atlanta, Ga., November 21st to 23rd.  
Fruit Committee, American Farm Bureau Federation, Piedmont Hotel, Atlanta, Ga., November 19th.  
Executive Committee, American Farm Bureau Federation, Piedmont Hotel, Atlanta, Ga., November 19th.

### December Meetings

Idaho State Horticultural Society, Nampa, Ida., in December or January. Date to be announced later. I. Lee Truax, Sec., Boise, Ida.  
Washington State Horticultural Society, probably at Spokane on December 5th or 12th. Date to be announced later. M. L. Dean, Sec., Wenatchee, Wash.  
American Pomological Society, Toledo, O., December 7th to 9th. R. B. Cruickshank, Sec., Columbus, Ohio.  
Indiana State Horticultural Society, Indianapolis, Ind., December 13th to 15th. H. H. Swaim, Sec., Lafayette, Ind.  
Minnesota State Horticultural Society, Minneapolis, Minn., December 13th to 16th together with Minnesota Crop Improvement Association and Potato Growers' Association, staging the Minnesota Crop Show. R. S. McIntosh, Sec., University Farm, St. Paul, Minn.  
Michigan State Horticultural Society, Grand Rapids, Mich., December 13th to 15th. T. A. Farrand, Sec., East Lansing, Mich.  
Illinois State Horticultural Society, Champaign, Ill., December 20th to 22nd. A. M. Augustine, Sec., Normal, Ill.  
Kansas State Horticultural Society, Topeka, Kans., December 21st to 23rd. O. F. Whitney, Sec., Topeka, Kans.

### January Meetings

Georgia State Horticultural Society, Semi-annual meeting at Athens, Ga., in January. Date to be announced.  
Delaware State Horticultural Society, Baltimore, Md., January 10th to 12th in connection with the State Agricultural Society. S. B. Shaw, Sec., College Park, Md.  
Virginia State Horticultural Society, Richmond, Va., January 10 to 13. W. P. Massey, Sec., Winchester, Va.  
New York State Horticultural Society, Exposition Park, Rochester, N. Y., January 11th to 13th. Roy P. McPherson, Sec., LeRoy, N. Y.  
Ohio State Horticultural Society, Columbus, Ohio, January 31st to February 1st. R. B. Cruickshank, Sec., Columbus, Ohio.  
Montana Horticultural Society, Stevensville, Mont. Date to be announced. J. C. Wood, Sec., Missoula, Mont.  
Sixth Annual Fig Institute, Fresno, Calif., January 13th and 14th.



## All Uncertainty Removed

THERE has never been a question as to the desirability of electric light and power for the farm and suburban home.

The questions have been: Is the individual electric service system practical? Is it dependable? And, can the average farm afford it?

Today, farms of all sizes and under all conditions in every state have had experience—and the answers are undeniable. WILLYS LIGHT Certified Electric Service has removed all uncertainty as to the utility of individual light and power.

Today, nowhere to our knowledge is there a dissatisfied WILLYS LIGHT owner. Instead, thousands have voluntarily stated they could not afford to do without it at even double the cost.

These owners regard WILLYS LIGHT as the most profitable equipment on their farms. Their work is lighter—their homes brighter—their lives happier—and their

expenses lower, because of WILLYS LIGHT Certified Electric Service.

Many have already paid for their plants from the increased earnings and savings made possible through WILLYS LIGHT.

You can take the word of these men who know. We will gladly give you their names—men from your own state—perhaps your neighbors, or within driving distance.

Why not find out what WILLYS LIGHT Certified Electric Service actually guarantees in the way of dependable advantage and profit for your home? Why not get free estimate of complete cost for plant and installation?

We will gladly furnish this without obligation. Write for free illustrated catalog and complete information today. Address Department 680.

### WILLYS LIGHT DIVISION

Electric Auto-Lite Corporation, Toledo, Ohio

Builders of over 3,000,000 electric lighting systems for farm homes, stores, yachts, Pullman cars and automobiles.



Power and Light with the Quiet Knight

### The Foundation Beneath Willys Light Certified Electric Power

First of all comes experience. The men who construct WILLYS LIGHT have built more than 3,000,000 electric lighting systems for farm homes, stores, yachts, Pullman cars and automobiles. All guesswork, all uncertainty, all theory is eliminated. It is the product of experience. WILLYS LIGHT is built with the precision of a watch and the sturdiness of a tractor.

Second comes judgment. When you buy WILLYS LIGHT we consider your requirements before recommending an installation. We specify a plant and equipment to fit your particular needs. This, coupled with expert installation, guarantees economy both of original cost and subsequent operation.

And finally comes responsibility. A great network of trained men and expert dealers covers the country and insures that what you buy—Certified Electric Service—is constantly maintained.

PRICED TO YOUR REQUIREMENTS

**\$295 UP TO \$595**

Desirable Dealer Territory Available

## "The War IS Over"

Special FREE Offer!



For a SHORT TIME Only

We will include regular \$35 Tree Saw equipment FREE with every WITTE Log Saw. You get

Both For Only **\$99** F.O.B. K.C.

From Pittsburgh, Pa. more.

90-Day Test—Lifetime Guarantee

The WITTE Log Saw is a Big Capacity, strongly built outfit—Easy to operate. Runs all day on 2 gallons of fuel. Positive Lever Control. Start or stop saw while engine runs. Only Arm Swing Log Saw with Interchangeable Tree Saw Parts. Makes Log Saw a fast-cutting Tree Saw as shown. Change in 5 minutes. Clamps to tree below saw in 10 seconds. Most practical—lightest—easiest to use free saw equipment built. Big 3-color catalog tells all about it—Free. Don't buy any log or tree saw until you know about the WITTE. Sold direct—Cash or Easy Terms. Write today.

**WITTE ENGINE WORKS**

2149 Oakland Ave., Kansas City, Mo.

2149 Empire Bldg., Pittsburgh, Pa.



Write for big Log and Tree Saw Catalog Free

## HOTEL TULLER

PARK, ADAMS & BAGLEY  
DETROIT MICH.



600 Rooms - 600 Baths \$2.50 up, Single \$4.50 up, Double Agents' Sample Rooms \$5.00 per day

HEADQUARTERS IN DETROIT FOR  
Old Colony Club Detroit Automobile Club  
Motion Picture Exhibitor's Ass'n  
Detroit Transportation Club

Table d'Hôte Dinner, \$1.50 and \$1.75  
Business Men's Lunch, 75c  
Cafe a La Carte Cafeteria Men's Grille

When writing to advertisers, please mention American Fruit Grower



# The Apple Trees that Made \$1<sup>25</sup> Land Worth \$1500<sup>00</sup> an Acre!

HON. Franklin K. Lane, late Secretary of the Interior, wrote:—

"Land in the Columbia Basin that I could have bought for \$1.25 an acre . . . they have taken the Delicious apple, cared for it, until now it makes that land worth \$1,500.00 to \$2,000.00 an acre!"

This variety of apple tree has been rightly named "The Money Tree of American Orchards." It is

—the tree that brought Ed Mollatt of Port

Murray, N. J., \$12.00 per barrel, while Baldwins sold for \$2.50 to \$3.00 per barrel!

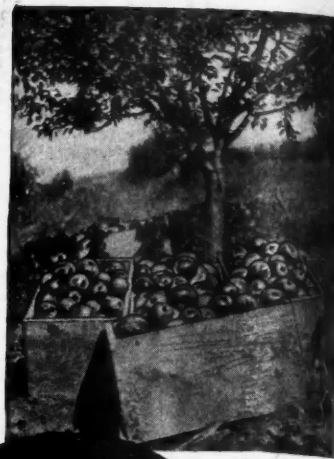
—the tree that helped W. C. Curd become independent on \$20.00 an acre land. It is the Stark Delicious that helped him get \$26,000 for his apples off those 110 acres last year!

—the tree that was a big factor in aiding G. F. Cadwell, Griggsville, Ill., to get 10,000 barrels from just 50 acres—a profit of \$2,000 an acre!

—the tree that has been a "Money Maker"

for such shrewd, successful fruit growers as Chris. Ringhausen, the "Apple King of Illinois"—Col. Dalton, Missouri's great orchardist—Silas Wilson, Idaho's wealthy grower, whose crop recently filled 750 refrigerator cars—and scores more of the most wide awake, best-posted apple growers the country over.

This is an average size one →



Five Boxes Stark Delicious From a Stark Delicious tree 8 years after planting—J. D. Bashor.

## Stark Delicious

Smashing All High Apple Price Records Again!  
And Bearing Big Crops Despite 3 Frosts and 2 Freezes!

3 Books Free

In many sections, Stark Delicious was the only variety to bear crops this past season.

For instance, the Louisville Eve. Post states: "Charles Schindler, extensive fruit grower, Floyd Co., Ind., stated yesterday that half his apple crop was saved, the variety saved being Stark Delicious alone. He believes that this variety is the one to withstand the late frosts which occurred in Indiana."

In our test orchards in many states, both Stark Delicious and Stark's Golden Delicious bore, despite 3 frosts and 2 freezes this year.

"Stark Delicious can't be beat," writes J. H. McGee of Beaumont on Sept. 29th, 1921. "I had apples on them just harvested that weighed 1 lb. each. I picked one ton off of 4 trees, the finest I ever saw. The buyers all want Stark Delicious. They sure get the money!"

Sell for \$15 Bbl. in Illinois

Chris Ringhausen, "Apple King of Illinois," got 1,000 barrels of apples this year from his Jerseyville orchards. Sold them for \$15.00 per barrel.

Throughout the U. S. Stark Delicious is bringing \$3.50 per bushel in the orchard this year.

Apple Trees that Have  
3 Sets of Blooms—Defy Frosts

Stark's Golden Delicious

The remarkable habit of these trees of putting forth not only the ordinary fruit spur blooms, but also lateral bloom-buds and terminal bloom-buds makes it a frost-dodger. We had bumper crops on our Stark's Golden Delicious this year—and so had other growers in Mo., Ky., Iowa, Ala., Ark., Mass., Ohio, Ill., Wash., Ore., etc.

Write at once for Free Copy of our BIG "Prize Fruits" Book—FREE!

\$20<sup>00</sup> From One 10c Packet of  
STARK SEEDS — Get New Catalog

That's what Mr. Fred Benoit, Whitinsville, Mass., did in 1921. As thousands say, "Every Stark Seed comes up—and it's true to name." "STARK SEEDS PAY"—everyone who plants them.

Learn about our NEW, PROVEN STARK'S "BLIGHT-RESISTER" Tomato—endorsed by members of U. S. Dept. of Agriculture. Write at once for FREE 1922 Catalog—also for FREE "Landscaping Plans" Portfolio—shows you FREE how to beautify home grounds at little expense.

Address Box 189

Stark Bro's Nurseries,  
—Oldest in America—Largest in the World—  
at LOUISIANA, MO.—Ever Since 1816



STARK BRO'S, Box 189, Louisiana, Mo.  
Send me at once Free Copies of 1922 Catalogs marked with X in square below.  
☐ Stark Seed Catalog—FREE  
☐ 1922 Edition of "Prize Fruits" Tree Book—FREE  
I may plant. (State number and kind) ☐ 1922 "Landscaping Plans"—FREE  
Name.....  
St. or R. R. No.....  
Postoffice.....  
State.....  
A. F. G., 11-21

